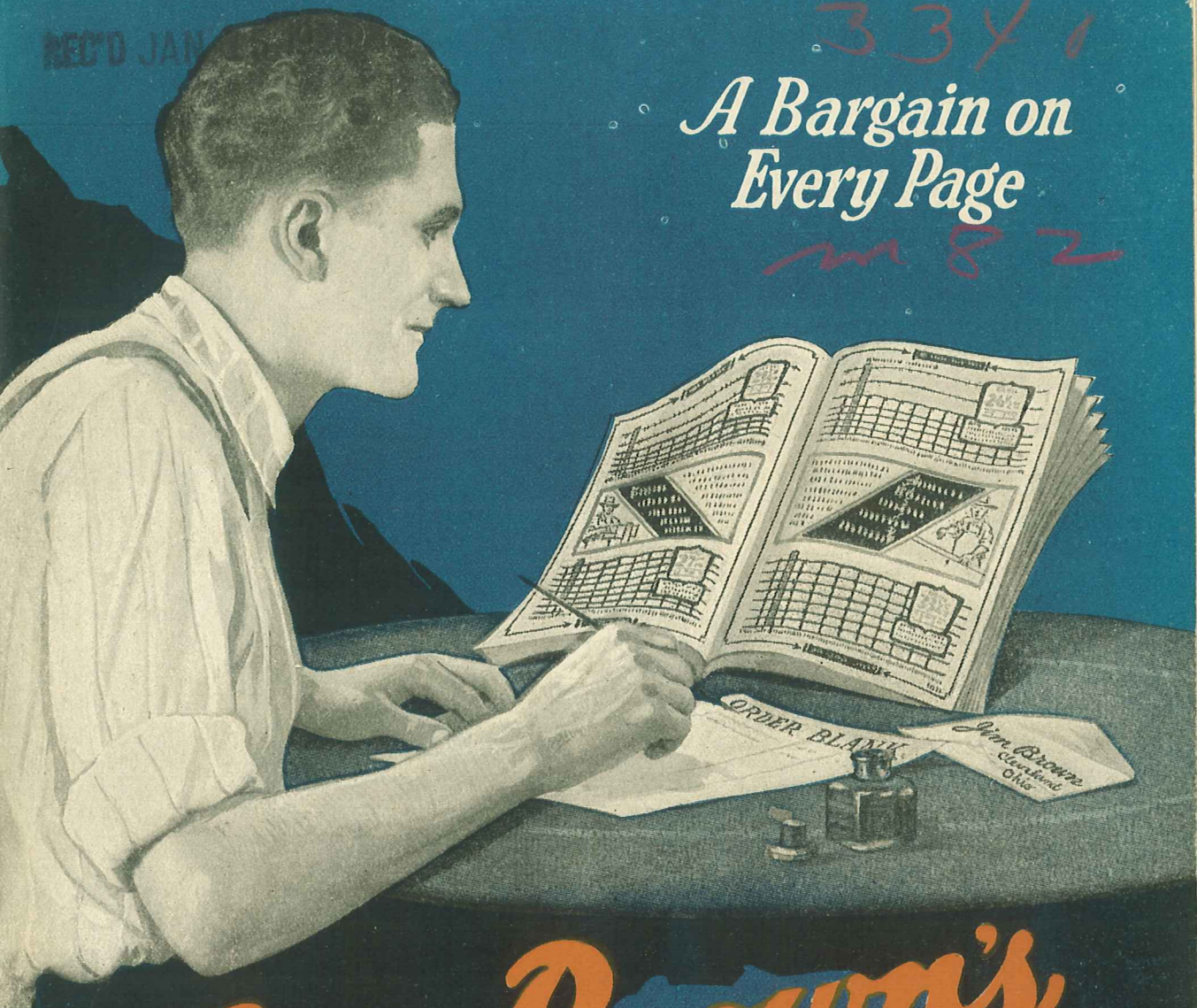


REC'D JAN

3341

*A Bargain on
Every Page*

m 82



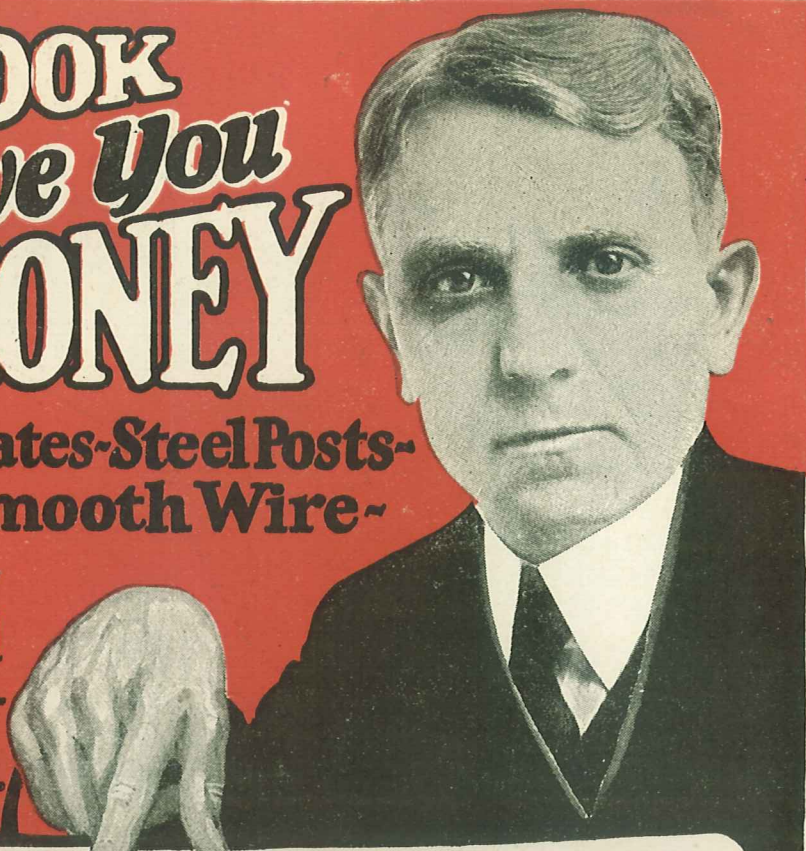
Jim Brown's 1926 **Bargain Book**

**FENCING, GATES, STEEL POSTS
BARB WIRE, GRAPE WIRE, METAL
ROOFING, ROLL ROOFING and PAINTS**

The Brown Fence and Wire Co. CLEVELAND OHIO

THIS BOOK Will Save You a Lot of MONEY

on Fencing-Gates-Steel Posts-
Barb Wire-Smooth Wire-
Grape Wire-
Metal and Roll
Roofing-Paints-
Varnishes-etc.



-and Here's the Reason Why

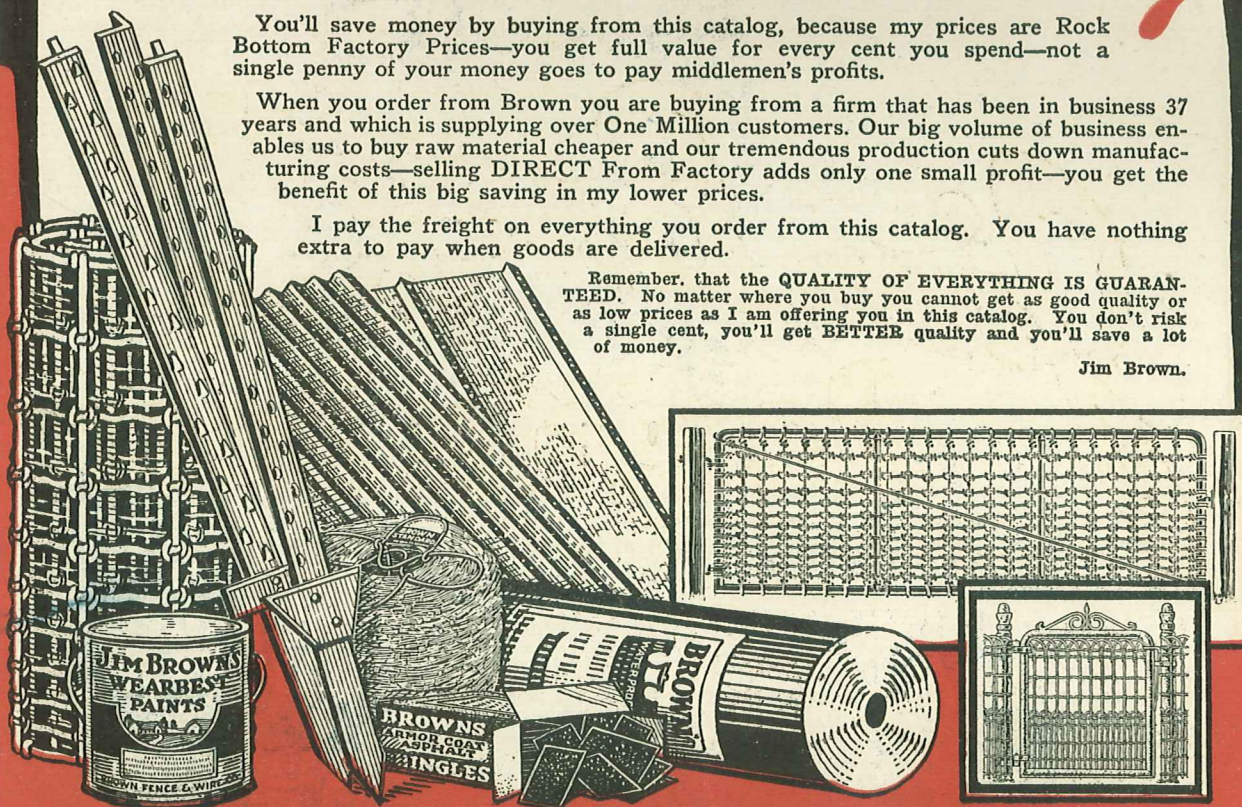
You'll save money by buying from this catalog, because my prices are Rock Bottom Factory Prices—you get full value for every cent you spend—not a single penny of your money goes to pay middlemen's profits.

When you order from Brown you are buying from a firm that has been in business 37 years and which is supplying over One Million customers. Our big volume of business enables us to buy raw material cheaper and our tremendous production cuts down manufacturing costs—selling DIRECT From Factory adds only one small profit—you get the benefit of this big saving in my lower prices.

I pay the freight on everything you order from this catalog. You have nothing extra to pay when goods are delivered.

Remember, that the **QUALITY OF EVERYTHING IS GUARANTEED**. No matter where you buy you cannot get as good quality or as low prices as I am offering you in this catalog. You don't risk a single cent, you'll get **BETTER** quality and you'll save a lot of money.

Jim Brown.



Remember My Prices Are All



Here's Another Big Saving for My Customers

The low factory prices quoted in this catalog is ALL YOU PAY—you don't have to pay a cent when goods are delivered. When you read the prices in this book you know exactly what the goods are going to cost you, because

We Pay The Freight To Your Nearest Railroad Station On Every Order For

- 30 Rods or more of Field Fence
- 100 Ft. Lawn Fence
- 4 Gates
- 30 Line Posts
- 4 End, Gate or Corner Posts
- 3 Spools of Barb Wire

- 200 lbs. of Smooth or Coiled Wire
- 4 Rolls of Ready Roofing
- 100 Sq. Ft. Metal Roofing
- 1 Square Asphalt Shingles
- 200 lbs. Plastic Cement
- 10 Gal. Paint, Roof Saver, Etc.

or on a combination order equal to any one of these items.

The "Joker" F.O.B. Prices

Don't be fooled by F. O. B. Prices—that's the joker behind which many manufacturers hide. Their catalog prices read F. O. B. Factory; this means that you have to pay the freight from their factory to your freight station. Their prices might SEEM low but when you find out what the cost of freight will be and add it to their F. O. B. Prices, you'll find that Brown's FREIGHT PAID prices are nearly always considerably lower.

H. H. Jackson of Gallatin, Tennessee, R. F. D. No. 6 sent us a letter which explains how fence buyers are sometimes fooled by F. O. B. factory prices. He says:

"I was induced to send my first order to..... Fence Co., on the ground that it was a little cheaper. I found after I paid the freight that my fence cost me 4c a rod more. I will not be fooled again. There is a vast difference between a freight paid proposition and F. O. B. Factory, as I have found out."

Our Freight Paid Plan

Saves You Bother and Money

The routing of freight and the figuring of rates require an expert knowledge of railroading. We employ rate experts—the best in the country—to see that all shipments are sent to our customers by the quickest and shortest route, prepaid. You can readily see the advantage of having your order shipped to you prepaid. There is no guess-work—our low prices are all you pay.

Our Freight Prepaid Plan eliminates any possibility of our customers being overcharged for freight. Railroads very frequently make this mistake. If you paid the freight you would never know you were overcharged—you might wonder why it cost so much but you would have to pay it. By sending all our shipments prepaid we save many thousands of dollars for our customers every year.

Don't forget that Brown's Prices are PRE-PAID PRICES when comparing them with others.

Over a Million Customers

Buy From Brown

THE fact that over One Million customers send me their orders when they need Fencing, Gates, Steel Posts, Barb Wire, Metal and Ready Roofing and Paints is the best proof I have to offer that you too will find it much more satisfactory — will find that you get better quality and save a lot of money by ordering direct from my factories.

My business never could have grown from a small beginning 37 Years ago to its present size — the biggest concern of its kind in the world — without giving its customers

Better Values For Less Money

Ten hundred thousand customers is a lot of people — I am proud to be at the head of an organization that is helping so many people save money every year; it is the fulfillment of an ambition I had years ago, when a boy on a farm out in Kansas. It was there that I became possessed with the idea that some day when I became a man I wanted to do something that would benefit a lot of people who were situated like my folks were—the people on the farms—those folks who always seemed to be at the mercy of the profiteer when they had anything to sell or when they found it necessary to buy.

When I became a young man I went “on the road” as a salesman and that’s where I got one of the big ideas that has made it possible for me to save my customers so much money. As a salesman I found out how profit after profit was added on to everything the farmer bought—the manufacturers’ profit—the jobber’s profit—the wholesalers’ profit—the salesmen’s expenses—the retailers’ expenses and profits, bad debts, etc.,—all of these things added on to the original cost and Mr. Farmer had to pay the bill.

I found that this condition was particularly true of fence; finally I was able to start in a very small way to manufacture fence and sell it to farmers with only one small profit added. I made the best fence I could make and sold it at as low a price as I could. The idea made a big hit right from the start. Farmers had never seen such splendid quality fence that could be bought for so little money—one farmer told another, and my business grew by leaps and bounds until today I have over One Million customers. As my business grew I found it possible to add other things on which I could save my customers money such as Farm Gates, Steel Posts, Ready Roofing, Metal Roofing, Paints, etc. I also found it necessary to operate more factories to take care of the fast increasing business and now I have three mammoth plants, one at Cleveland, Ohio, one in Adrian, Michigan and one in Memphis, Tennessee, also shipping points at Kansas City, Missouri; and Davenport, Iowa.

The idea upon which this business was built has never been changed, and that is—“Making Better Quality Products”—“Only One Small Profit and Freight Prepaid Prices.” These are the reasons why Over One Million Customers Buy From Brown and Save Big Money.

Jim Brown.

and **SAVE BIG MONEY**

—and These Letters Prove It

**USED
BROWN
FENCE
FOR
EIGHT
YEARS**

Gentlemen:— Fairmount, Ill.
Received my shipment of 120 rods of fence a few days ago, and was more than pleased to get it. I have used Brown's fence for eight or ten years and have been well pleased with every rod of it. I am ready to recommend it to any of my friends.
Yours, DAVID THOMAS,
R. R. No. 1, Box 49.

**\$56.00
SAVED
ON ONE
ORDER**

Gentlemen:— Stella, Mo.
I have saved \$56.00 on my order. I paid you 37c per rod and fence here no better is 93¢. It cost me 75c to get the wire hauled out from the depot and the 15c galvanizing testing check covered my postage bill, so the saving was \$56.00 even.
Respectfully, CHARLES ROWE.

**BEST
AND
CHEAP-
EST**

Gentlemen:— Custer, Ills.
Please find check enclosed for \$63.88. I have been a customer of the Brown Fence Co. for some time, having placed my first order twelve years ago and have used nothing else in that time. I recommend it to all my neighbors, quite a number having bought of you. The Brown Fence is the best and cheapest fence a man can buy, is my decision after having used it twelve years.
Yours truly, JOHN W. SIMPSON.

**COULD
NOT GET
AS GOOD
FENCE
FOR
TWICE
THE
MONEY**

Gentlemen:— Hoopston, Ill.
I received my Poultry fence in good order and have it up. It sure looks good and I am well pleased. I couldn't have got as good fence here for twice the price I paid.
When I get ready for more fence, Brown will get my order and I am a Booster for Brown Fence.
Yours truly, ROY HUNTER.

**SALT
AIR
DOESN'T
RUST
BROWN
FENCE**

Gentlemen:— Hall City, Fla.
I have been using some of your fence six years here in Florida in this salt air, which rusts out ordinary fence in four to five years, and it is holding good yet. Don't know how much longer it will last as the galvanizing is still O. K.
W. H. FOOTE.

**WON'T
USE ANY
OTHER
FENCE**

Gentlemen:— Lowell, Ohio.
I don't need to test your fence as I know what it is. This is the third time I have ordered fencing and have used no other kind. I have some put up for seven years and it is not rusted yet.
Yours truly, A. H. DOEBERSEINER.

**SAVES
12 CENTS
A ROD**

Gentlemen:— Bentonla, Miss.
You will find enclosed, check for \$63.65, for which send me fencing as per order enclosed. I have compared prices and find that you saved me nearly 12 cents per rod.
J. L. SIBLEY.

**HEAVIER
THAN
NEIGH-
BOR'S
FENCE**

Gentlemen:— Saulsville, W. Va.
The Brown Fence I bought from you is the best fence I ever saw. Nothing can go through it, and it stands up under all conditions. My fence cost me much less than the fence my neighbor put up of another make, and I find my fence is very much heavier. Thanking you for your honest treatment.
ROBT. COZARK.

**BEST HE
EVER SAW**

Gentlemen:— Ransom, Ills.
I have 300 rods of your fence and will send you an order for some more soon. That is why I sent for your catalogue. Your fence is strong and durable and well galvanized and, in fact, is the best fence I ever saw.
WM. H. SMITH.

**OTHERS
ALL
COVERED
WITH
RUST**

Gentlemen:— Newton, Conn.
The fence I bought from you does not show any rust and think it will stand O. K. I have miles of other wire completely covered with rust and will soon be worthless.
E. S. LOVELL.

**ALL
O. K.
SAVED
\$60.00**

Gentlemen:— Boulder, Colorado
Received my shipment of wire and gates all O. K. and am well pleased with the order. Expect to send for another shipment in the near future. I figure that I SAVED ABOUT \$60.00 on the same according to the merchants' prices here.
Yours truly, NATHAN LEGGETT.

**GIVES
PERFECT
SATIS-
FACTION**

Gentlemen:— Bristol, Va.,
313 Oaks St.
I am placing an order today for 340 rods of fence and some barb wire and staples. I bought 80 rods of your fence three years ago and it has given perfect satisfaction. I have about three other makes of fence on my farm and I see nothing that stands as well as Brown Fence.
Respectfully yours, W. S. SUTTON.

**BOTH
FENCE
AND
GATES
SATIS-
FACTORY**

Gentlemen:— Oxford, Pa.
This is my fifth order for fences or gates to you in the past three years and will say that in each order everything has been perfectly satisfactory. The gates have been very much admired, especially the self-raising gates.
Very truly yours, E. STANLEY GRIER.

**AGE
DOESN'T
AFFECT
BROWN
FENCE**

Gentlemen:— Tallahassee, Fla.
I have used your fence a long time and well pleased with it. It gives good service and the first fence I bought of you about twelve years ago is in good shape yet.
Yours truly, J. T. HARTSFIELD.

**READ
THIS
PROOF**

Gentlemen:— Pavilion, N. Y.
I got a shipment of your fencing about four years ago and connected it to another new fence made by another company. While the Brown Fence is standing entirely free from rust, this other fence is easily half covered with rust, so you see I do not have to make the test.
T. A. SPRUNG.

**SAVED
10¢ A
ROD**

Gentlemen:— Camden, Tenn.,
Star Route.
I have received the wire fence I ordered from you and expect to send you another order for 500 rods next Fall, as you have saved me 10¢ a rod. I am more than pleased with the fence you shipped me.
J. E. JOHNSON.

**EXACTLY
AS
RECOM-
MENDED**

Gentlemen:— Calhoun City, Miss.
I have been erecting Brown Fence and have come to the conclusion that it is the best wire that I have ever tried. I have three other different kinds of fence on my place and I find yours much easier to build and that your wire is just as you recommend it to be.
J. E. SIMPSON.

**SAVED 5
CENTS A
ROD**

Gentlemen:— Cobden, Ill.
I put up the 40 rods of fence I bought from you, and found it full 40 rods. It stretches up perfectly and makes a splendid fence. The stretchers I purchased at the same time are just as good as your fencing. I saved 5¢ a rod by ordering from you, and have a better fence than I could buy here. I am sending you another order for 200 rods.
A. H. BROOKS.

**SAVED
9 CENTS
A ROD**

Gentlemen:— Rt. 28, Central, Ill.
I have just put up the fence I ordered from you. It stretches up in good shape. The same fence would have cost me 9¢ a rod more here if I bought it from the local dealer. I am well pleased with the fence and you will receive more orders from my neighbors.
JASPER A. IRWINE.

**You Can Save
Money Too, by
Sending Your
Orders To
Brown**



Proof of Our Reliability

As evidence of our financial responsibility and integrity, we submit these letters from Cleveland's four largest banks who have known us and have had dealings with us for a great many years. You may also ask your banker to look up our rating in Dun's or Bradstreet's Commercial Books. You will find that we are thoroughly trustworthy and you need have no hesitancy in dealing with us.

OK'd BY THE BANKS



ASSETS OVER SIXTY-FIVE MILLION DOLLARS
THE CITIZENS SAVINGS AND TRUST CO.
CAPITAL AND SURPLUS \$ 8,000,000.00
CLEVELAND, O.

November 11, 1921.

To Whom It May Concern:-

We desire to bring to your favorable notice The Brown Fence & Wire Company of this city, who have been universally successful, and it is a pleasure to recommend them unqualifiedly. We believe that anyone desiring to do business with them need have no hesitancy, as the management of the Company is thoroughly honest and reliable, and the Company's policy is to cater to their customers' wants, and we feel that any guarantee which they may see fit to make they would stand back of.

Very truly yours,

J. J. Strauss
Treasurer.

THE GUARDIAN SAVINGS AND TRUST COMPANY

CAPITAL AND SURPLUS
SIX MILLION DOLLARS



MEMBER FEDERAL
RESERVE SYSTEM

CLEVELAND, O. Oct 28, 1921.

To Whom It May Concern:

When we think of wire fences we think of The Brown Fence and Wire Company of this City. This Company is one of the largest and best known manufacturers of wire fences in this part of the Country and their product is one of which Cleveland can justly feel proud. We are pleased to have them as valued customers of this bank and we know them to be men of high business standing and integrity and in whose business ability and fair treatment we have every confidence and we believe that any statements that they may make may be relied upon.

Yours very truly

M. D. Van
Vice President.

WRC:MS

CHARTER NUMBER 7
JOHN SHERWIN, PRESIDENT
JOSEPH H. WILSON, VICE-PRESIDENT
A. B. MARSHALL, VICE-PRESIDENT
J. B. BRADSTREET, VICE-PRESIDENT
CHARLES E. FARNSWORTH, CASHIER
EUCLID AVENUE
CLEVELAND

CAPITAL
\$2,500,000

FIRST
NATIONAL
BANK

SURPLUS
\$1,500,000

JOHN H. SEARS, ASST. CASHIER
JOHN H. CASWELL, ASST. CASHIER
JOSEPH R. SANBORN, ASST. CASHIER
B. A. BRUCE, ASST. CASHIER

December 14, 1921.

The Brown Fence and Wire Co.
City.

Dear Sir:

We are in receipt of your request of the 17th inst. asking our permission to refer to this bank as to the character, reliability and integrity of your officers, as well as the financial responsibility of your company.

We have always entertained the highest regard for yourself and your company, and it will afford us great pleasure to answer any inquiries received by us, and we will have no hesitancy in stating that we believe any orders given your company will be delivered promptly, and receive fair and honorable treatment, this policy being the keynote of our success.

Very truly yours,

J. J. Strauss
Vice President.

The Cleveland Trust Company

CAPITAL AND SURPLUS \$ 5,000,000.00

F. M. GOFF, PRESIDENT
E. R. PERKINS, VICE PRESIDENT
A. R. HERR, VICE PRESIDENT
P. T. WHITE, VICE PRESIDENT
H. D. KING, TREASURER
A. L. ASSHUS, ASST. TREAS.
S. M. MATHER, VICE PRESIDENT
A. G. TANE, VICE PRESIDENT
E. B. GREENE, SECRETARY
E. E. NEWMAN, ASST. SECY.
I. F. FREIBERGER, ASST. SECY.
E. L. MASON, ASST. TREAS.
CLEVELAND, O. Nov 15, 1921.



To Whom It May Concern:-

The Brown Fence & Wire Company, to whom this letter is given, has been engaged in the manufacture of wire fencing in this city for a number of years and has been a valuable customer of this company.

We consider that the gentlemen managing the company are of good standing and business ability and we believe that any one desiring to do business with them may feel assured of fair and satisfactory treatment.

Very truly yours,

H. D. King
Treasurer.

Ask your own Banker to Look us up

More Than 125 Publications

Published in various parts of the country carry our advertising and most of them guarantee their readers against loss through any advertising appearing in their columns. They have investigated us and know that we treat our customers fair and square. The following letters sent to us by some of the Foremost Publications show the high regard they have for our business methods and straight-forward dealings with our customers.

From American Poultry Journal

Now that the busy-period of the past season is over, permit us to take this opportunity to thank you for the business you have placed with the American Poultry Journal.

It is refreshing to look back over our records and not find a single complaint in our file from any of our readers who have had dealings with you. This would not be wondered at were you a new advertiser but in view of the fact that you have had your continued identity as an advertiser for a great many years, the absence of any criticism whatever on the amount of business you must have received as the result of your advertising in our publication, is most unusual.

Assuring you it is a great pleasure to include your name as one of our most valued advertisers.

From Orange Judd Farmer

Brown Fence Company,
Cleveland, Ohio.

Gentlemen:
Our records show that we have been carrying your advertising for a good many years, and we are pleased to say also that while you have undoubtedly sold many thousands of dollars' worth of material to our subscribers, we

have no record that any of them have been dissatisfied. This means you must be delivering meritorious merchandise and good service, as our experience shows that we hear pretty promptly if any subscriber is dissatisfied.

Very truly yours,
ORANGE JUDD FARMER,
Arthur C. Haubold,
President.

From "Successful Farming"

Gentlemen:—"The records of our complaint book bear evidence by the absence of entries against you that our readers are satisfied with your treatment, and the very fact that we carry your advertising is evidence that we ourselves believe in your honesty, as we couldn't afford to guarantee anybody who wasn't honest. Our experience has been that if any advertiser fails in any way to give a square deal to our subscribers we hear of it very promptly for our readers rely strictly on our guarantee."

**OK'd
BY
THE
PUBLISHERS**



UNCLE SAM TELLS *The Qualities*



"A FARM Fence," says the U. S. Dept. of Agriculture Bulletin No. 321, "should combine the two qualities of service and economy. To give satisfactory service it must be constructed so as to turn all kinds of stock, and that without injuring them. To be economical it must be built as cheaply as is consistent with durability.

"The cost of repairs and the annual depreciation depends largely on the construction. If a fence is made from a cheap grade of material and is cheaply constructed it will need frequent repairs and will be short lived. If a fence is made of good materials and is properly built its repair and depreciation charges should be very low." The fence Uncle Sam recommends is one made of good materials and properly built and that's Brown Fence.

THE U. S. Dept. of Agriculture has gone into this fence question very thoroughly in the interest of the farmers.

They have made exhaustive tests and conducted numerous experiments to determine just what constitutes the best and most economical fence for farmers to buy. Read what they say above in Bulletin No. 321. Then read this page, telling how Brown Fence is made and see how Brown Fence meets the specifications recommended by Uncle Sam.

Brown Fence is made of BASIC OPEN HEARTH WIRE, because it is more porous than Bessemer or Common Open Hearth wire, and to a certain degree absorbs the galvanizing, practically uniting with it, making it practically impossible for the galvanizing to chip, flake or crack.

Another reason why we use Basic Open Hearth wire is because it is much tougher, stronger and far more durable than Common Open Hearth wire. To show you the difference, size for size between the hard, stiff, springy wires used in Brown Fence and the soft wire used by many others, it is only necessary to state that ordinary wire stands a breaking strain of only 1,200 lbs. while Brown wire stands a breaking strain of 2,400 lbs.—just DOUBLE the strength.

The reason others use soft wire is because the design of their fences makes necessary short, sharp bends in the wire. Tightly winding one wire around another several times makes the turns very short and soft wire can be bent easily. The design of Brown fence permits the use of the tougher, stronger, springy Basic Open Hearth wire.

1200
lbs.

ORDINARY
WIRE TEST

2400
lbs.

JIM BROWN'S TEST

of a Good Fence-

Brown Fence Possesses All of These Qualities!

NOW let us see what Uncle Sam says about the stay wires. In a recent Year Book of the Dept. of Agriculture he says: "Careful observation of a large number of fences in different parts of the country shows that the vertical or stay wires in a fabricated fence almost always begin to rust before the line or bar wires. This is due in part to the fact that the cross bars or stay wires in some makes of fences are smaller in size than the line wires, and consequently carry a lighter zinc coating, and in part to the fact that the rain water running down the vertical wires makes a stronger attack on the zinc. Therefore if the object is to purchase a fence which will last longest, instead of one whose first cost is the lowest, it is important to select a type in which the stays are as large and heavy as the line wires."

One Piece Stay Wires

Here again Brown Fence exactly meets the U. S. Government's recommendation; the cross bar or "stay wires" are one solid piece from top to bottom and they are the same size and strength as the strand wires.

The stiff stay construction used on Brown Standard Fences makes the strongest, most durable fence—the wires can't "hinge" or "bow"—hogs can't root it up from the bottom. The fence always stands tight and trim.

You know that a hard steel wire lasts longer than a soft wire, and as a one-piece cross bar is wrapped only at the top and bottom, the chances for cracking the galvanizing are minimized.

Your special attention is called to the fact that all cross bars in Brown Fence are exactly the same size and quality as the line wires, and not one size smaller, as used in some makes of fences.

With our "Stiff-Stay Fence" you can save at least one-third the posts and labor of setting them, besides getting a much more substantial and durable finished job of fencing.

The Brown Knot

The Brown one-piece cross bar is attached to the line wires with a circular knot, which absolutely prevents slipping, and, as it is not a close wrap, permits free circulation of air, and consequently quick drying after rain.

Wrapped stays are tightly twisted around the line wires, retaining moisture and as it is impossible to wrap them tight enough to prevent slipping on the line wires, a little hard usage quickly destroys the value of the fence.



In Brown Fence the tie is made of material of the same gauge used for the lateral and upright wires. Its weight and galvanizing are the same. The formation of the Brown Knot is such that, while it prevents slipping of the wires, it provides sufficient play to allow for the fence being erected on hilly or uneven ground without kinking or bending the strand or stay wires; the stay wires always remaining in a perpendicular position, no matter what the grade.

The Brown Stiff Stay Fence always goes up evenly; equal tension on all strand wires; no sagging or loose places.



Coiled Strand Wires

Wire fence expands in warm weather and contracts in cold weather. In an ordinary wire fence cold weather is apt to break the wires or pull out the end posts; warm weather makes the wires sag and bag.

The wire used in the construction of Brown Fence is hard, stiff and springy. In order to give additional "spring" to this high grade wire, it is coiled. Soft wire contains no spring, neither can it be made springy by coiling. Those manufacturers, who use soft galvanized wire in their fences, crimp the strand wires by putting in short, sharp bends, which by no means provide for expansion and contraction necessary in a wire fence.

The "coil" in Brown Fence takes up the slack in warm weather and allows for contraction in cold weather. The Brown Fence cannot sag or break—it always returns to its original position just as any spring does.

Thus, you will see that in the construction of Brown Fence, it is made so that it exactly meets the requirements, which Uncle Sam says are necessary for a GOOD fence. The Basic Open Hearth Steel, which we use—the large full size stiff stay wires all combine to make Brown Fence the ideal fence from the standpoint of appearance and durability.

Now I want you to be sure and read the next page—I want you to see that nothing is overlooked to make Brown Fence just as good as it is possible to make it. Not only are we particular in the materials used—in every detail of construction, but we also want you to be sure and read how we protect the wire against rust by a heavy DOUBLE coat of galvanizing. After you have read these pages you'll understand why over One Million farmers have found Brown fence to be the best, longest lasting fence that money can buy.

Jim Brown

Now Let's Get Down to "Brass Tacks" about Galvanizing Processes



THE one and only reason for coating fence wire with GALVANIZING is to *make it resist rust*. The best method that has ever yet been found is the DOUBLE GALVANIZING process, which puts on a very much *thicker and heavier* coating of zinc. This, in a nutshell, is the reason why I have always DOUBLE GALVANIZED every rod of Brown Fencing and WHY it lasts two to three times longer than other fencing.

All this talk about new and wonderful (?) processes of rust-proofing fence wire, is positively GUESSWORK, because none of them have been used long enough to put them to the actual test of time and weather on the farm. That is the REAL test, and that is where my DOUBLE GALVANIZED fencing has proved far superior in lasting qualities—right on the farms of my customers.

There are thousands of farms in this country where Brown Fence has been up from 15 to 30 years and has not rusted yet. The reason is solely because it has a heavy, thicker, zinc coating than other fencing. Here is just a few of the thousands of letters I get right on this important question. They furnish "brass tack" proof, which is far better than any claims or statements about any new-fangled, untested process.

Gentlemen:—

Enclosed find my order and check for \$83.92. Your fence bought 30 years ago is as bright as when put up. Others have almost completely rusted out within ten years.

W. S. Ball,
McLean, Va.

Dear Sir:—

I am enclosing check for \$123.52 for Fencing. I purchased 13 rolls of Brown fencing about 18 years ago and it still looks like new—no rust on it.

Lunday W. Williams,
Mt. Olive, N. C.

Gentlemen:—

16 years ago I bought the first woven fence from you that was built here and it is all right yet. I have put up other kinds since and the rust has spoiled it.

W. J. Turner,
Jonesboro, Tenn.

The U. S. Government in Circular No. 80, Bureau of Standard Tests (treating this question of galvanizing) says:

"Zinc coatings should be given preference over all others when the object of the coating is protection against corrosion—"
That's exactly what I found out too, there is nothing as good as a heavy zinc coating to prevent rust.

Again the U. S. Dept. of Agriculture, in Information Series, No. 28 (Revised) has this to say about the different methods of rust proofing wire:

"In the double galvanizing process the wire is drawn much more slowly through the zinc bath—Telegraph wire is usually treated by this method and is generally acknowledged to be more durable than fence wire."

That's the way every rod of Brown Fence is made—just like the U. S. Government says—we protect it against rust by zinc (galvanizing) and we use the DOUBLE GALVANIZING process—just like telegraph and telephone wire is galvanized, only we insure an EXTRA heavy coat of galvanizing by using tanks twice as long as are ordinarily used.

The common practice used in galvanizing wire consists of drawing the wire through a tank of molten zinc 14 feet long at a speed of about 80 feet per minute; this puts on from 20 to 30 lbs. of zinc (galvanizing) to the ton of wire. The telephone and telegraph wire galvanizing process consists of drawing the wire through the same size tank, only at a GREATLY REDUCED SPEED—only about 15 feet per minute, consequently the amount of zinc coating that adheres to the wire is much heavier and that's why telegraph and telephone wires are much more rust resisting and last so much longer.

Here's How I Double Galvanize My Fence

The tanks used in galvanizing Brown Fence are TWICE as long as ordinary tanks—we use tanks 28 feet long instead of only 14 feet and by drawing the wire through these DOUBLE length tanks at the GREATLY REDUCED speed, we get DOUBLE the amount of zinc coating on the wire—70 to 90 lbs. of zinc to the ton of wire. Furthermore, by our process the wire is immersed in the molten zinc bath more than twice as long and this longer heat treatment amalgamates the zinc and the steel, so that the galvanizing practically becomes a part of the wire.

That's why the galvanizing on Brown Fence doesn't peel, crack or scale; that's why Brown Fence lasts two to three times as long as ordinary fence. If you want fence and gates that will withstand rust, that will last twice to three times as long as other kinds of fence—cost you much less and save you the expense and labor of repairs and replacement, then buy Brown's Double Galvanized Fence—it's the BEST and most durable fence that money can buy.

JIM BROWN.

Every Rod of My Fence Is DOUBLE GALVANIZED

Here's Why I Double Galvanize All My Fencing

U.S. Dept. of Agriculture Says:

I DOUBLE GALVANIZE all of my fencing for the very reasons set forth in these bulletins issued by the U. S. Government—because “a very much better covering and perhaps more durable wire can be made by what is known as the Double Galvanizing process” and because “the amount of galvanizing carried by the wire greatly affects its life.”



You can't have a fence that will last and resist rust unless it is properly galvanized. Zinc coating and PLENTY OF IT is what makes a fence last, just as the U. S. Government Bulletin says and that is exactly the reason why every rod of my fence is DOUBLE GALVANIZED.

Don't be misled by the statements of some manufacturers who try to sidestep the facts by offering as an excuse for their “skimpy” coat of galvanizing, the statement that “it isn't practical to put on a heavy coat of galvanizing because bending the wire in weaving causes the heavier coats of galvanizing to crack.”

That statement might be true with the kind of steel they use in *their* fence, but it is not true of Brown fence because the Basic Open Hearth Steel, which I use is more porous than Bessemer Steel or Common Open Hearth Steel and the longer heat treatment of my DOUBLE Galvanizing process causes a part of the zinc coating to enter into the porous steel and become practically a part of the wire itself—that's why the galvanizing on Brown fence doesn't crack or peel.

I have told you why I Double Galvanize my fence—I have told you why it lasts longer than ordinary fence—I've told you the plain unvarnished truth and you can prove the truth of every statement I have made by making the Galvanizing test as explained on the next page. I want you to make this test with Brown Fence and also other kinds of fence. This test will prove to you that my Double Galvanizing process does make a better, longer-lived fence—one that will stand for years and years without rust.

Jim Brown

WHY NOT BUY FENCE LIKE THIS?

Dear Sirs:—

I am writing to let you know how well pleased I am with your fence. I ordered 250 rods of fence about 14 years ago. I received the order promptly and you saved me about \$25.00. This fence today is solid and the wire as bright as new wire yet. I bought 125 rods of another fence 4 years ago and put it up, now the wire is covered with rust, almost worthless. It convinces me that your Double Galvanized wire is cheaper and much better.

C. E. Roote.

Charleston, W. Va.

Gentlemen:—Watertown, Minn.

Some 18 years ago I made a purchase of hog fence from you. The ground is very hilly and portions of the low wire has been covered with soil ever since I built the fence. There is no rust on any part of the fence, and is as good to-day as the day it was built.

In view of such quality I turn to the same firm when I am in the market for more fence. Frank A. Mattson.

Louisburg, N. Carolina.

Dear Sirs:—

Your catalog and sample for test received, but I shall make no test for myself as I have some of Jim Brown's Fencing that has stood the test of 15 years and will last as long as I live. I shall, however, give it to my neighbors and tell them to test it and also show them the catalog, which is full of interest to me and should be to every one. Tell Jim Brown his honest fencing and conduct has raised him in the estimation of all good men, especially the farmers.

Joseph John Allen.

I Want YOU to Make This Standard Galvanizing Test And Prove it for Yourself

REGARDLESS of what I say about the galvanizing on my fence—regardless of what any other manufacturer says about his, I want you to test the different kinds and **PROVE** which is the best. I am perfectly willing to let the results of this test decide which fence you will buy because I **KNOW** how my fence is galvanized.

You have a right to **KNOW** whether the fence you buy will resist rust—that's why I am willing to send every person who has never used my wire a sample to test and I also send my check for 15c to cover the cost of the blue vitriol used in making the test and also for the few minutes of your time required to make the test.

Below I give you the formula of The Standard Test for Galvanizing—the formula approved by the United States Government experts.

Make this standard test on the sample of Brown fence that I will send you; also make the same test on other kinds of fence—get a sample or samples from your dealers and from other manufacturers. Test them all, marking them all so you'll know whose it is and then let the test decide which fence is most economical for you to buy.

This test will tell you the truth—it will show which fence will best resist rust—which will last longest on your farm. It will prove that Brown's Double Galvanized Fence lasts longest. Make the test and settle the question in your own mind. Making the test now will save you lots of money in fence repair bills later on.

Read This Letter

Dear Sir: Have just completed the test on your wire fencing and find it to go even better than you claim. You will soon get a pretty nice little order from me for your fencing and posts.
O. H. COLLINS, Dallas, Texas.



Here's How You Make The Test— I Pay You For Your Time And The Material

The sample selected should be dipped into a saturated solution of Sulphate of Copper (Blue Vitriol) at 60 Deg. Fahr.—and retained there one minute—it shall then be withdrawn and wiped dry; this process should be repeated until the sample, when wiped dry, retains a reddish deposit of metallic copper. A good grade of Galvanized Wire should stand three of these one-minute immersions before showing copper coloring, or else the test shows conclusively that the Galvanizing is not satisfactory.

Sulphate of Copper, as noted in the above formula for testing, is commonly known as Blue Vitriol. Sixty degrees Fahrenheit has reference to temperature of the water used—about one pint—and should be about a medium temperature.



I Get Stacks of Letters Every Day Like the Ones Printed Below

One of the greatest sources of satisfaction in my business is reading the mail from customers every morning. It makes me feel mighty good to have them write me unsolicited letters telling how well pleased they are with the Fence, Gates, Steel Posts, Roofing, Paint, etc., purchased from me.

I know that the average farmer doesn't write letters for fun and when they take the

trouble to write me I feel confident that they appreciate the saving and high quality that my plan of dealing makes possible. I want you to read some of these letters, too—here are a few just as they were written to me.

Just a Few of the Thousands of Letters I Get

**USED
BROWN
FENCE
FOR
EIGHT
YEARS**

Gentlemen:— Fairmount, Ill.
Received my shipment of 120 rods of fence a few days ago, and was more than pleased to get it. I have used Brown's fence for eight or ten years and have been well pleased with every rod of it. I am ready to recommend it to any of my friends.
Yours, DAVID THOMAS,
R. R. No. 1, Box 49.

**\$56.00
SAVED
ON ONE
ORDER**

Gentlemen:— Stella, Mo.
I have saved \$56.00 on my order. I paid you 37c per rod and fence here no better is 93 3/4c. It cost me 75c to get the wire hauled out from the depot and the 15c galvanizing testing check covered my postage bill, so the saving was \$56.00 even.
Respectfully, CHARLES ROWE.

**BEST
AND
CHEAP-
EST**

Gentlemen:— Custer, Ills.
Please find check enclosed for \$63.88. I have been a customer of the Brown Fence Co. for some time, having placed my first order twelve years ago and have used nothing else in that time. I recommend it to all my neighbors, quite a number having bought of you. The Brown Fence is the best and cheapest fence a man can buy, is my decision after having used it twelve years.
Yours truly, JOHN W. SIMPSON.

**COULD
NOT GET
AS GOOD
FENCE
FOR
TWICE
THE
MONEY**

Gentlemen:— Hoopeston, Ill.
I received my Poultry fence in good order and have it up. I sure looks good and I am well pleased. I couldn't have got as good fence here for twice the price I paid.
When I get ready for more fence, Brown will get my order and I am a Booster for Brown Fence.
Yours truly, ROY HUNTER.

**SALT
AIR,
DOESN'T
RUST
BROWN
FENCE**

Gentlemen:— Hall City, Fla.
I have been using some of your fence six years here in Florida in this salt air, which rusts out ordinary fence in four or five years, and it is holding good yet. Don't know how much longer it will last as the galvanizing is still O. K.
W. H. FOOTE.

**WON'T
USE ANY
OTHER
FENCE**

Gentlemen:— Lowell, Ohio.
I don't need to test your fence as I know what it is. This is the third time I have ordered fencing and have used no other kind. I have some put up for seven years and it is not rusted yet.
Yours truly, A. H. DOEBERSEINER.

**ALL
O. K.
SAVED
\$60.00**

Gentlemen:— Boulder, Colorado.
Received my shipment of wire and gates all O. K. and am well pleased with the order. Expect to send for another shipment in the near future.
I figure that I SAVED ABOUT \$60.00 on the same according to the merchants' prices here.
Yours truly, NATHAN LEGGETT.

**GIVES
PERFECT
SATIS-
FACTION**

Gentlemen:— Bristol, Va.,
313 Oaks St.
I am placing an order today for 340 rods of fence and some barb wire and staples. I bought 80 rods of your fence three years ago and it has given perfect satisfaction. I have about three other makes of fence on my farm and I see nothing that stands as well as Brown Fence.
Respectfully yours, W. S. HUTTON.

**BOTH
FENCE
AND
GATES
SATIS-
FACTORY**

Gentlemen:— Oxford, Pa.
This is my fifth order for fences or gates to you in the past three years and will say that in each order everything has been perfectly satisfactory. The gates have been very much admired, especially the self-raising gates.
Very truly yours, E. STANLEY GRIER.

**AGE
DOESN'T
AFFECT
BROWN
FENCE**

Gentlemen:— Tallahassee, Fla.
I have used your fence a long time and am well pleased with it. It gives good service and the first fence I bought of you about twelve years ago is in good shape yet.
Yours truly, J. T. HARTSFIELD.

**READ
THIS
PROOF**

Gentlemen:— Pavilion, N. Y.
I got a shipment of your fencing about four years ago and connected it to another new fence made by another company. While the Brown Fence is standing entirely free from rust, this other fence is easily half covered with rust, so you see I do not have to make the test.
T. A. SPRUNG.

**SAVED
10c A
ROD**

Gentlemen:— Camden, Tenn.
Star Route.
I have received the wire fence I ordered from you and expect to send you another order for 500 rods next Fall, as you have saved me 10c a rod. I am more than pleased with the fence you shipped me.
J. E. JOHNSON.

**EXACTLY
AS
RECOM-
MENDED**

Gentlemen:— Calhoun City, Mass.
I have been erecting Brown Fence and have come to the conclusion that it is the best wire that I have ever tried. I have three other different kinds of fence on my place and I find yours much easier to build and that your wire is just as you recommend it to be.
J. E. SIMPSON.

WE PAY THE FREIGHT

Brown Junior 7 bar 26 inch hog fence

No. 726-BJ

17 $\frac{1}{2}$ ¢
Per Rod

Made in 20, 30 and 40 Rod Rolls

20 Rods	30 Rods	40 Rods
\$3.50	\$5.25	\$7.00

7 Line Wires 26 inches High
Top wire No. 11; Bottom wire No. 11; other wires No. 14. Stay wires 12 inches apart (16 to the rod). All Double Galvanized Basic Open-Hearth Wire.
We Pay Freight on 30 Rods or More

5 $\frac{1}{2}$

5 $\frac{1}{2}$

4 $\frac{1}{2}$

3 $\frac{1}{2}$

3

3

Brown Gives You Better Fence for Less Money

"You Saved Me 50c a Rod"

Rowe, N. Mex.

The Brown Fence & Wire Co.

Gentlemen:—I am writing you this letter to let you know that I received my fence all O. K. and am more than pleased with it. In fact, I was surprised to get such good fence. You saved me 50c a rod over local prices.

I write you this to tell you that I am entirely satisfied and also I will recommend you to all my farmer friends and stock raisers. I want to give you good credit because you have given me a good saving and good service.

Thanks for your prompt and honest treatment and for sending such good fence.

Jose A. Gonzales.

"I Saved \$20.00 by Ordering from Brown"

Brown Junior, 7 bar 26 inch close spaced hog fence

No. 0726-BJ

22 $\frac{3}{4}$ ¢
Per Rod

Made in 20, 30 and 40 Rod Rolls

20 Rods	30 Rods	40 Rods
\$4.55	\$6.83	\$9.10

7 Line Wires 26 Inches High
Top wire No. 11; Bottom wire No. 11; other wires No. 14. Stay wires 6 inches apart (32 to the rod). All Double Galvanized Basic Open-Hearth Wire.
We Pay Freight on 30 Rods or More

5 $\frac{1}{2}$

5 $\frac{1}{2}$

4 $\frac{1}{2}$

3 $\frac{1}{2}$

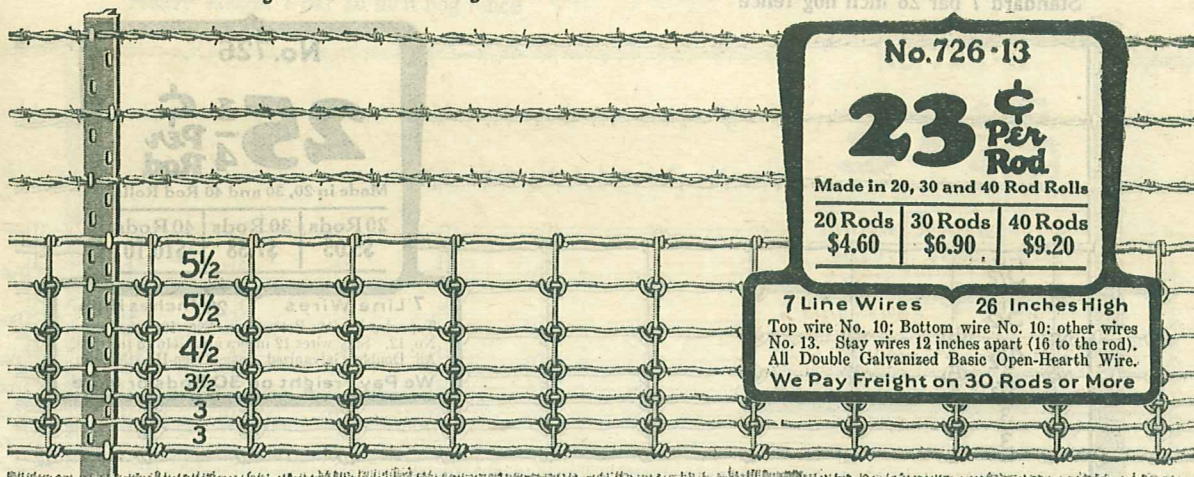
3

3

DIRECT FROM FACTORY

WE PAY THE FREIGHT

Medium Weight 7 bar 26 inch hog fence



No. 726-13

23 $\frac{1}{2}$ ¢ Per Rod

Made in 20, 30 and 40 Rod Rolls

20 Rods	30 Rods	40 Rods
\$4.60	\$6.90	\$9.20

7 Line Wires 26 Inches High
Top wire No. 10; Bottom wire No. 10; other wires No. 13. Stay wires 12 inches apart (16 to the rod). All Double Galvanized Basic Open-Hearth Wire. We Pay Freight on 30 Rods or More

**Made Galvanizing Test—
Then Bought from Brown**

Sherrodsville, Ohio.

The Brown Fence & Wire Co.

Gentlemen:—I am sending you an order for woven and barbed wire. I made the test on yours and two other makes of wire and yours is much the best.

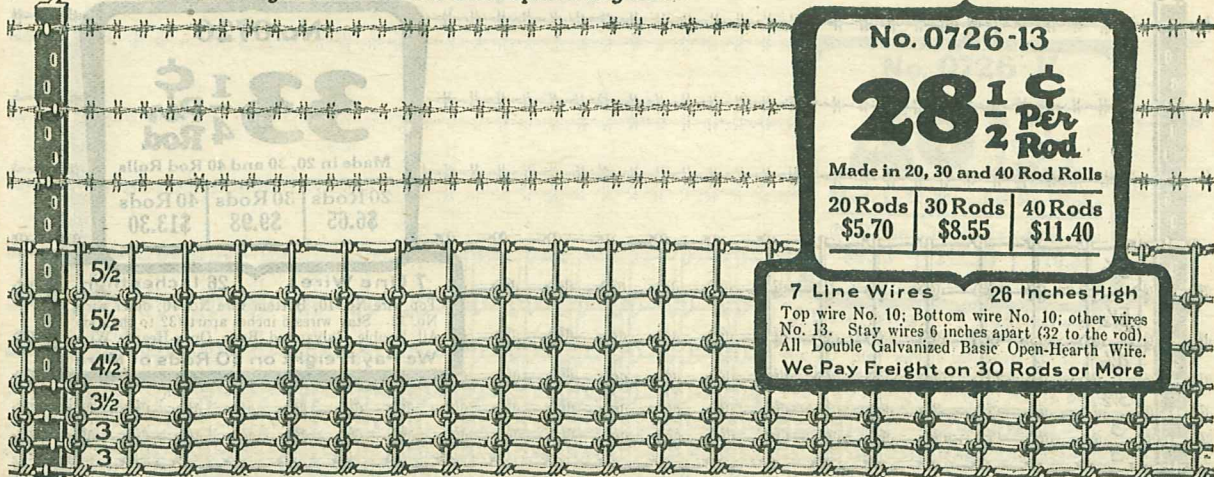
While this is my first order I am no stranger to Brown fence, my father, Elijah Vance, of Roaring, West Virginia, has ordered hundreds of rods of your fence for himself and neighbors. I remember one fence in particular that was put up at least twelve years ago that is practically as good as new. That is the best test I could give Brown Fence.

O. VANCE.

**Brown's
Galvanizing
Better—
Test It
Yourself**



Medium Weight 7 bar 26 inch close spaced hog fence



No. 0726-13

28 $\frac{1}{2}$ ¢ Per Rod

Made in 20, 30 and 40 Rod Rolls

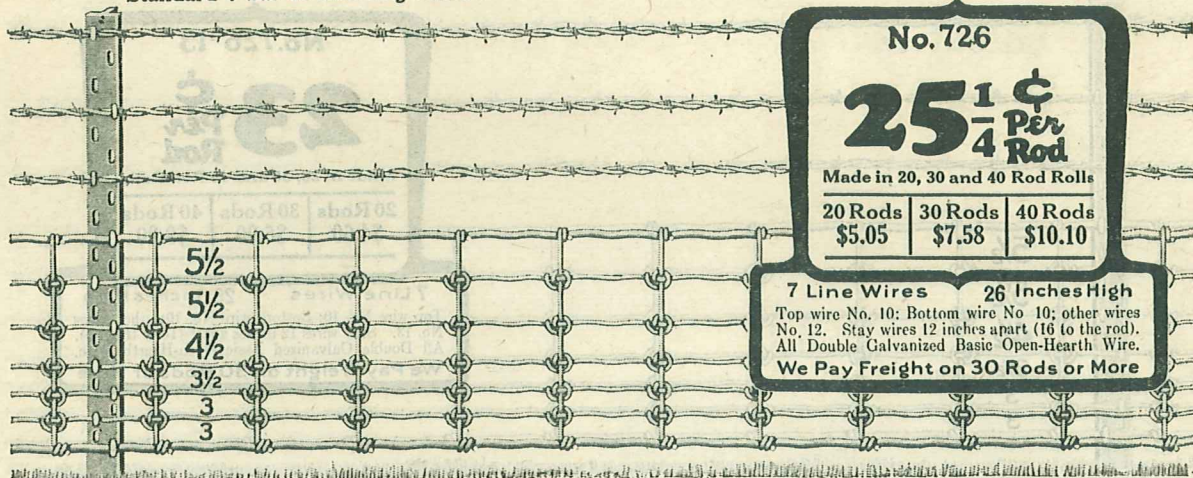
20 Rods	30 Rods	40 Rods
\$5.70	\$8.55	\$11.40

7 Line Wires 26 Inches High
Top wire No. 10; Bottom wire No. 10; other wires No. 13. Stay wires 6 inches apart (32 to the rod). All Double Galvanized Basic Open-Hearth Wire. We Pay Freight on 30 Rods or More

DIRECT FROM FACTORY

WE PAY THE FREIGHT

Standard 7 bar 26 inch hog fence



No. 726

25 $\frac{1}{4}$ ¢ Per Rod

Made in 20, 30 and 40 Rod Rolls

20 Rods	30 Rods	40 Rods
\$5.05	\$7.58	\$10.10

7 Line Wires 26 Inches High

Top wire No. 10; Bottom wire No. 10; other wires No. 12. Stay wires 12 inches apart (16 to the rod). All Double Galvanized Basic Open-Hearth Wire.

We Pay Freight on 30 Rods or More

5 1/2
5 1/2
4 1/2
3 1/2
3
3



The Brown Knot Can't Slip

"Best Fence on the Market"

Middletown, Cal.

The Brown Fence & Wire Co.

Gentlemen:—The fence you shipped me is the best on the market. My ranch is in the hills and I have some canyons and up and down land, but the construction of your fence is such that the wire gives any way I want it; it gives, but can't slip and stands up straight. One of my neighbors seen it and wrote you for a catalog so I think you will get an order from him. He was also pleased with the self-raising gates, nothing can take their place.

M. S. NATT.

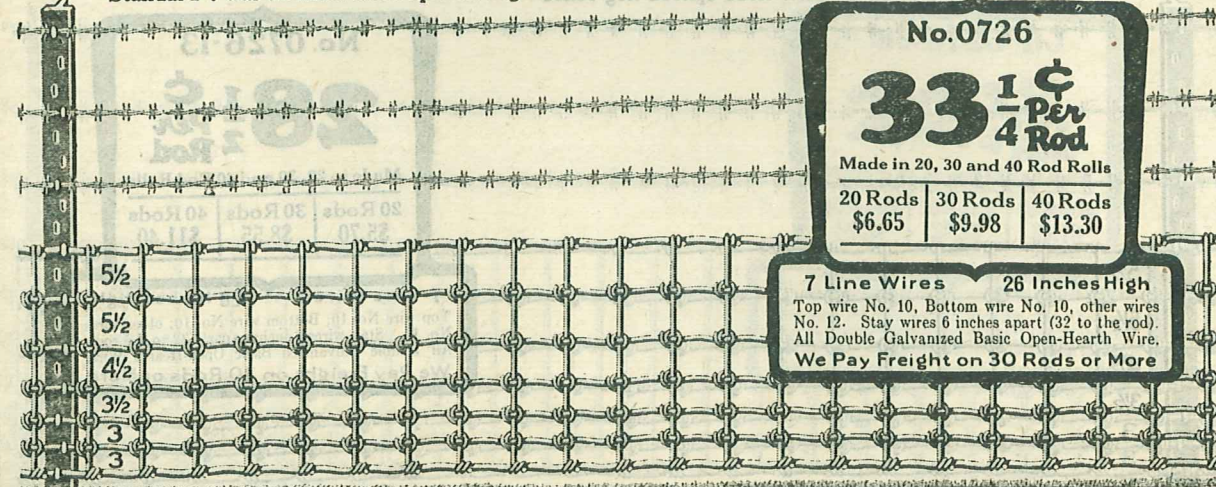
Kimball, Nebr.

Gentlemen: — Sixteen years ago I bought 50 rods of your woven wire fencing. It is still good and has stood the test. I am now in the market for 160 rods more.

J. H. Louthan.

There's the Knot that does the Trick.

Standard 7 bar 26 inch close spaced hog fence



No. 0726

33 $\frac{1}{4}$ ¢ Per Rod

Made in 20, 30 and 40 Rod Rolls

20 Rods	30 Rods	40 Rods
\$6.65	\$9.98	\$13.30

7 Line Wires 26 Inches High

Top wire No. 10, Bottom wire No. 10, other wires No. 12. Stay wires 6 inches apart (32 to the rod). All Double Galvanized Basic Open-Hearth Wire.

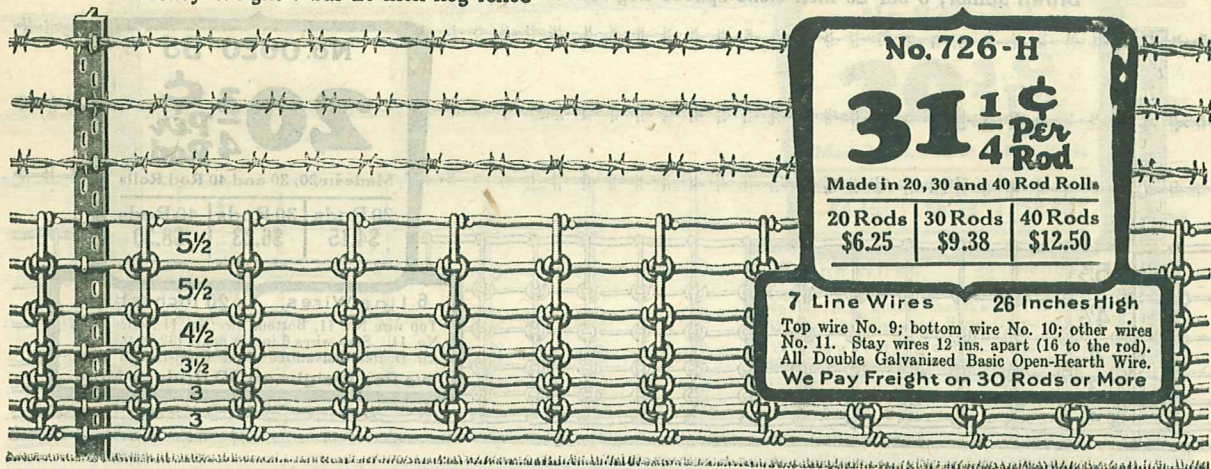
We Pay Freight on 30 Rods or More

5 1/2
5 1/2
4 1/2
3 1/2
3
3

DIRECT FROM FACTORY

WE PAY THE FREIGHT

Heavy Weight 7 bar 26 inch hog fence



No. 726-H

31 1/4 ¢
Per Rod

Made in 20, 30 and 40 Rod Rolls

20 Rods	30 Rods	40 Rods
\$6.25	\$9.38	\$12.50

7 Line Wires 26 Inches High

Top wire No. 9; bottom wire No. 10; other wires No. 11. Stay wires 12 ins. apart (16 to the rod). All Double Galvanized Basic Open-Hearth Wire. We Pay Freight on 30 Rods or More

Saved 20c a Rod

The Brown Fence & Wire Co. Woods Bend, Ky.

Dear Sirs:—I received my 40 rods of poultry fence all O. K. and it was far better than I expected. My neighbors all say that it is the finest poultry fence they have ever seen.

I saved 20c on a rod by sending my order to you. I will never use any other wire but Jim Brown's.

W. G. VANCELEAVE.

Bedford, Vir.

The Brown Fence & Wire Co.

Gentlemen:—I received my poultry fence in good order and have it up. It sure looks good and I am well pleased. I couldn't have got as good fence here for twice the price I paid. When I get ready for more fence, Brown will get my order.

J. J. FOGLE.

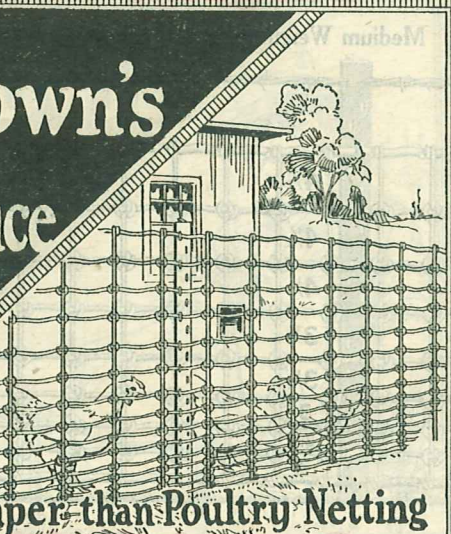
Poultry Fences
Shown On
Pages 49
to 57

Brown's
Poultry Fence

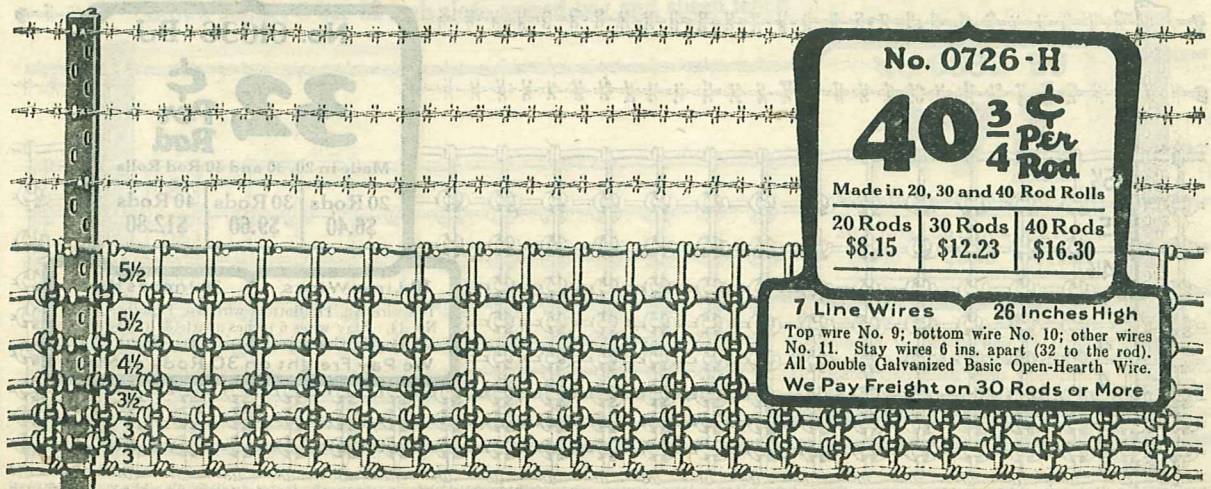
Is REAL

Poultry Fence

—and Cheaper than Poultry Netting



Heavy Weight 7 bar 26 inch close spaced hog fence



No. 0726-H

40 3/4 ¢
Per Rod

Made in 20, 30 and 40 Rod Rolls

20 Rods	30 Rods	40 Rods
\$8.15	\$12.23	\$16.30

7 Line Wires 26 Inches High

Top wire No. 9; bottom wire No. 10; other wires No. 11. Stay wires 6 ins. apart (32 to the rod). All Double Galvanized Basic Open-Hearth Wire. We Pay Freight on 30 Rods or More

DIRECT FROM FACTORY

WE PAY THE FREIGHT

Brown Junior, 6 bar 20 inch close spaced hog fence

No. 0620-BJ

20³/₄ ¢ Per Rod

Made in 20, 30 and 40 Rod Rolls

20 Rods	30 Rods	40 Rods
\$4.15	\$6.23	\$8.30

6 Line Wires 20 Inches High

Top wire No. 11, Bottom wire No. 11; other wires No. 14. Stay wires 6 inches apart (32 to the rod). All Double Galvanized Basic Open-Hearth Wire. We Pay Freight on 30 Rods or More

Bargains Like These On Every Page

Medium Weight 9 bar 8 inch extra close spaced razor back hog special

No. 0928-13

33³/₄ ¢ Per Rod

Made in 20, 30 and 40 Rod Rolls

20 Rods	30 Rods	40 Rods
\$6.75	\$10.13	\$13.50

9 Line Wires 28 Inches High

Top wire No. 10; Bottom wire No. 10; other wires No. 13. Stay wires 6 inches apart (32 to the rod). All Double Galvanized Basic Open-Hearth Wire. We Pay Freight on 30 Rods or More

Over A Million Satisfied Customers

Brown Junior, 10 bar 36 inch close spaced razor back hog and sheep fence

No. 01036-BJ

32 ¢ Per Rod

Made in 20, 30 and 40 Rod Rolls

20 Rods	30 Rods	40 Rods
\$6.40	\$9.60	\$12.80

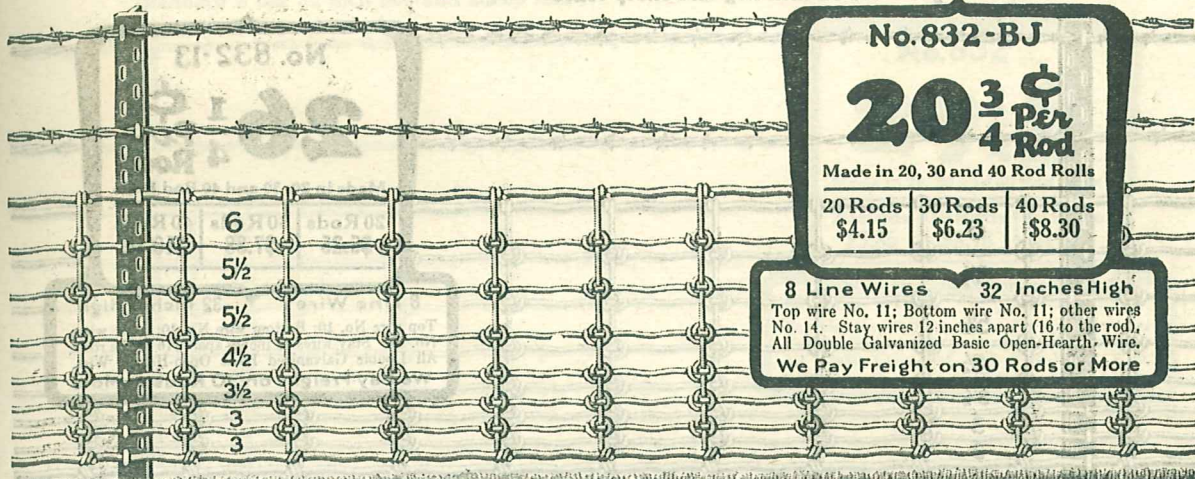
10 Line Wires 36 Inches High

Top wire No. 11, Bottom wire No. 11; other wires No. 14. Stay wires 6 inches apart (32 to the rod). All Double Galvanized Basic Open-Hearth Wire. We Pay Freight on 30 Rods or More

DIRECT FROM FACTORY

WE PAY THE FREIGHT

Brown Junior 8 bar 32 inch hog and sheep fence



No. 832-BJ

20³/₄ ¢ Per Rod

Made in 20, 30 and 40 Rod Rolls

20 Rods	30 Rods	40 Rods
\$4.15	\$6.23	\$8.30

8 Line Wires 32 Inches High
 Top wire No. 11; Bottom wire No. 11; other wires No. 14. Stay wires 12 inches apart (16 to the rod). All Double Galvanized Basic Open-Hearth Wire.
We Pay Freight on 30 Rods or More

6
5½
5½
4½
3½
3
3

Brown Fence Stretches Right

W. Salem, Ohio.

The Brown Fence & Wire Co.

Gentlemen:—Received shipment in good condition and it's all stretched up. Will say I am well pleased with the fence, gave it a little heavy tension in stretching and it always stays tight, but never a break. I saved \$6.00 on this order.
GEORGE LAUGHERY.

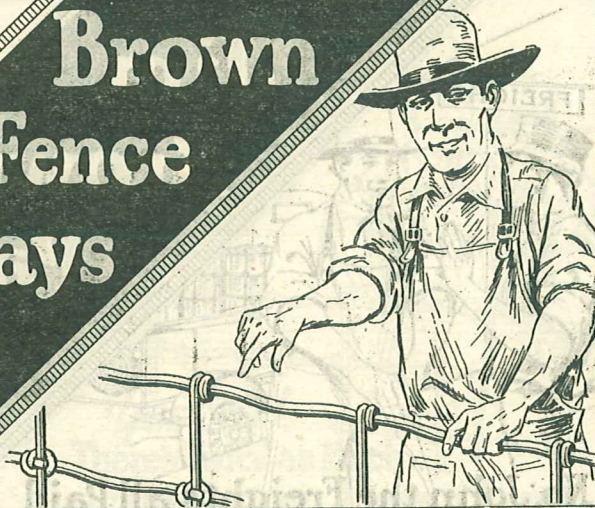
Binghamton, N. Y.

The Brown Fence & Wire Co.

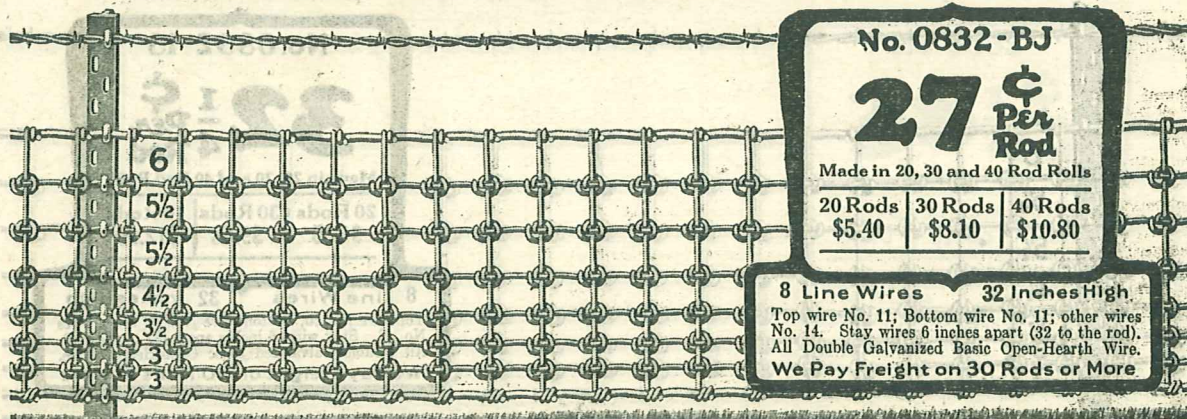
Gentlemen:—I put up some of your fence for a neighbor two years ago. It was about 5 ft. high. I put it up on a side hill alone without a kink. The only fence I ever saw stretch right.
L. W. Brotzman.

Brown Fence

Always Tight and Trim



Brown Junior, 8 bar 32 inch close spaced hog and sheep fence



No. 0832-BJ

27 ¢ Per Rod

Made in 20, 30 and 40 Rod Rolls

20 Rods	30 Rods	40 Rods
\$5.40	\$8.10	\$10.80

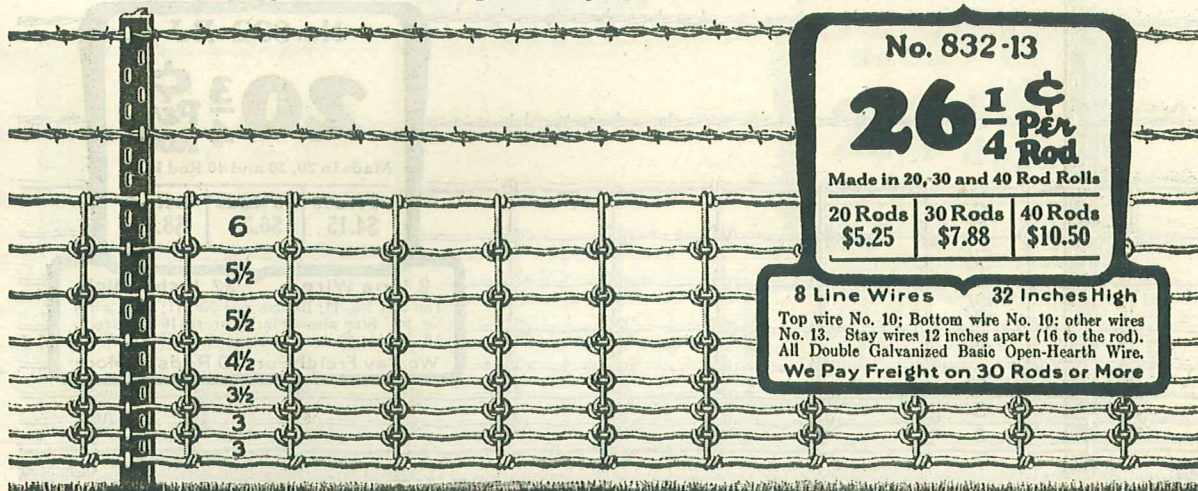
8 Line Wires 32 Inches High
 Top wire No. 11; Bottom wire No. 11; other wires No. 14. Stay wires 6 inches apart (32 to the rod). All Double Galvanized Basic Open-Hearth Wire.
We Pay Freight on 30 Rods or More

6
5½
5½
4½
3½
3
3

DIRECT FROM FACTORY

WE PAY THE FREIGHT

Medium Weight 8 bar 32 inch hog and sheep fence



No. 832-13

26 $\frac{1}{4}$ ¢ Per Rod

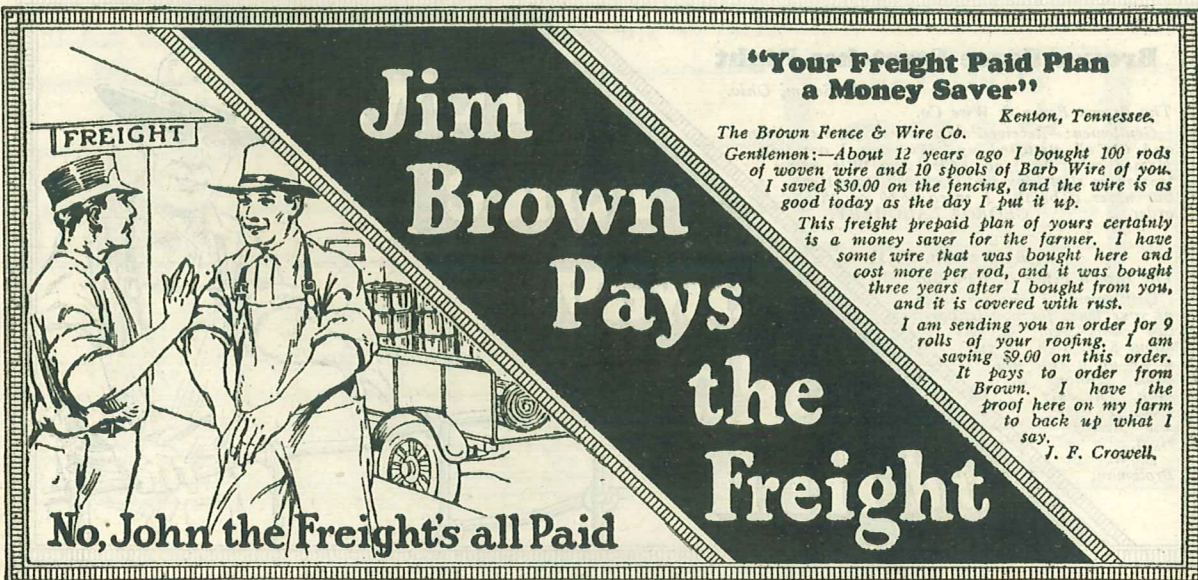
Made in 20, 30 and 40 Rod Rolls

20 Rods	30 Rods	40 Rods
\$5.25	\$7.88	\$10.50

8 Line Wires 32 Inches High

Top wire No. 10; Bottom wire No. 10; other wires No. 13. Stay wires 12 inches apart (16 to the rod). All Double Galvanized Basic Open-Hearth Wire. **We Pay Freight on 30 Rods or More**

6
5½
5½
4½
3½
3
3



Jim Brown Pays the Freight

"Your Freight Paid Plan a Money Saver"

Kenton, Tennessee.

The Brown Fence & Wire Co.

Gentlemen:—About 12 years ago I bought 100 rods of woven wire and 10 spools of Barb Wire of you. I saved \$30.00 on the fencing, and the wire is as good today as the day I put it up.

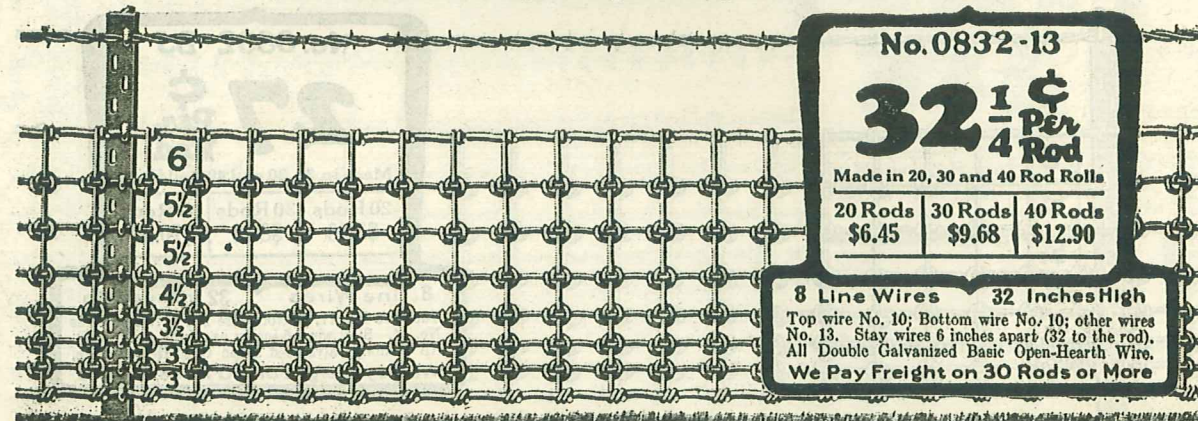
This freight prepaid plan of yours certainly is a money saver for the farmer. I have some wire that was bought here and cost more per rod, and it was bought three years after I bought from you, and it is covered with rust.

I am sending you an order for 9 rolls of your roofing. I am saving \$9.00 on this order. It pays to order from Brown. I have the proof here on my farm to back up what I say.

J. F. Crowell.

No, John the Freight's all Paid

Medium Weight 8 bar 32 inch close spaced hog and sheep fence



No. 0832-13

32 $\frac{1}{4}$ ¢ Per Rod

Made in 20, 30 and 40 Rod Rolls

20 Rods	30 Rods	40 Rods
\$6.45	\$9.68	\$12.90

8 Line Wires 32 Inches High

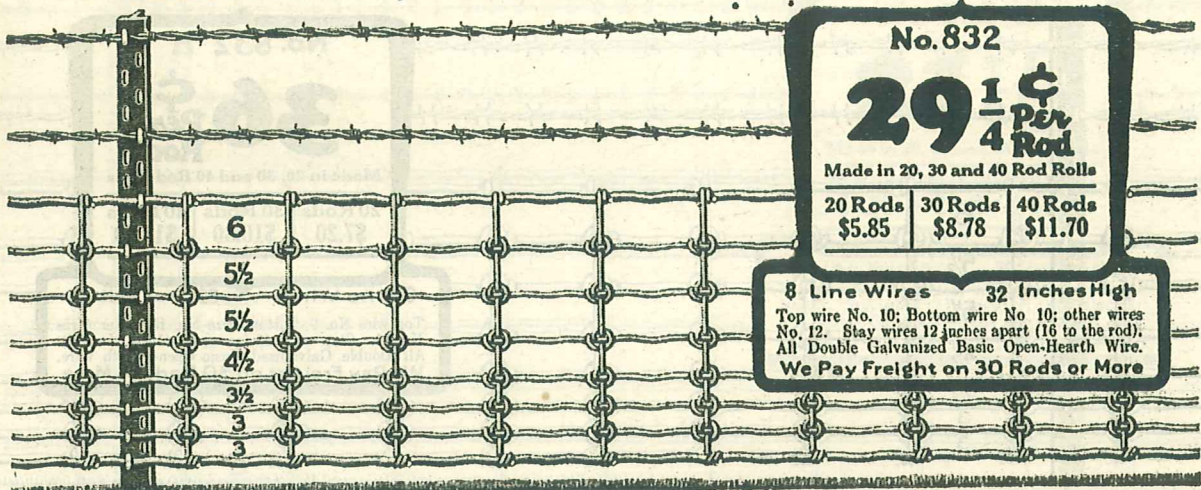
Top wire No. 10; Bottom wire No. 10; other wires No. 13. Stay wires 6 inches apart (32 to the rod). All Double Galvanized Basic Open-Hearth Wire. **We Pay Freight on 30 Rods or More**

6
5½
5½
4½
3½
3
3

DIRECT FROM FACTORY

WE PAY THE FREIGHT

Standard 8 bar 32 inch hog and sheep fence



No. 832

29 $\frac{1}{4}$ ¢
Per Rod

Made in 20, 30 and 40 Rod Rolls

20 Rods	30 Rods	40 Rods
\$5.85	\$8.78	\$11.70

8 Line Wires 32 Inches High

Top wire No. 10; Bottom wire No. 10; other wires No. 12. Stay wires 12 inches apart (16 to the rod). All Double Galvanized Basic Open-Hearth Wire. We Pay Freight on 30 Rods or More

**Fence Up 29 Years—
Not a Break in It**

The Brown Fence & Wire Co. Rogersville, Pa.
Gentlemen:—I put up my first string of wire fence 29 years ago and it was "Brown's." It is still strong and tough, never been a break in it. I am enclosing another order.
T. C. CROUSE.

Princeton, W. Va.

The Brown Fence & Wire Co.
Gentlemen:—I have been thinking for some time of writing you in regard to some fencing I bought from you 18 years ago, and is still standing and in good condition. Of course, the posts are decaying. I believe your fencing put up with your steel posts would outlive several generations.

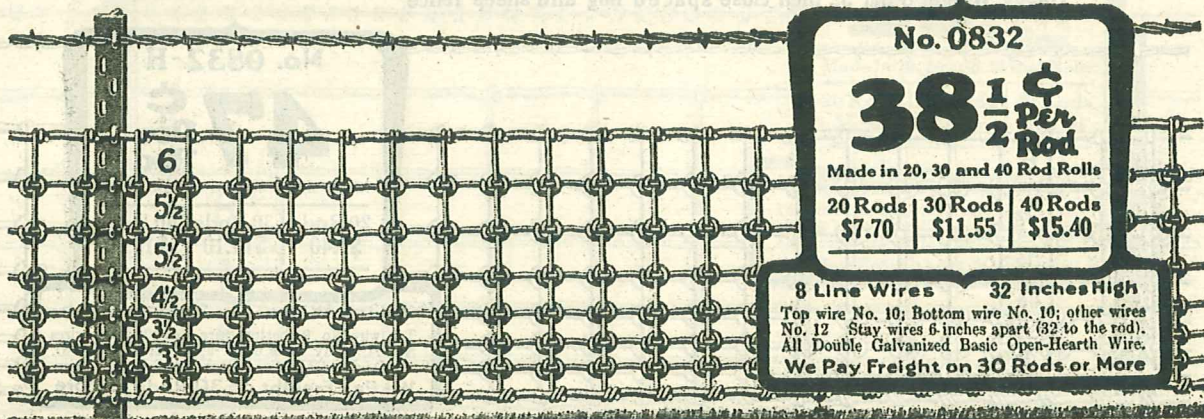
I am mailing you an order with this letter. I wouldn't buy any other fence but yours.
L. E. Carbaugh.

**Double
Galvan-
izing
Means
Triple
Life**

Yes Sir!
**There's Twice as Much
Galvanizing on Brown Fence.**



Standard 8 bar 32 inch close spaced hog and sheep fence



No. 0832

38 $\frac{1}{2}$ ¢
Per Rod

Made in 20, 30 and 40 Rod Rolls

20 Rods	30 Rods	40 Rods
\$7.70	\$11.55	\$15.40

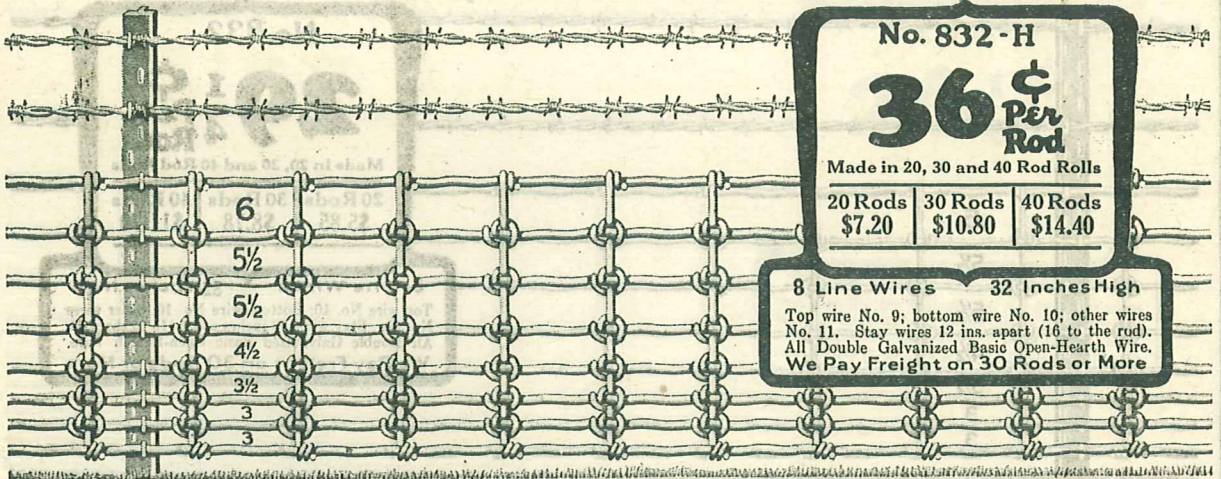
8 Line Wires 32 Inches High

Top wire No. 10; Bottom wire No. 10; other wires No. 12. Stay wires 8 inches apart (32 to the rod). All Double Galvanized Basic Open-Hearth Wire. We Pay Freight on 30 Rods or More

DIRECT FROM FACTORY

WE PAY THE FREIGHT

Heavy Weight 8 bar 32 inch hog and sheep fence



No. 832-H

36¢ Per Rod

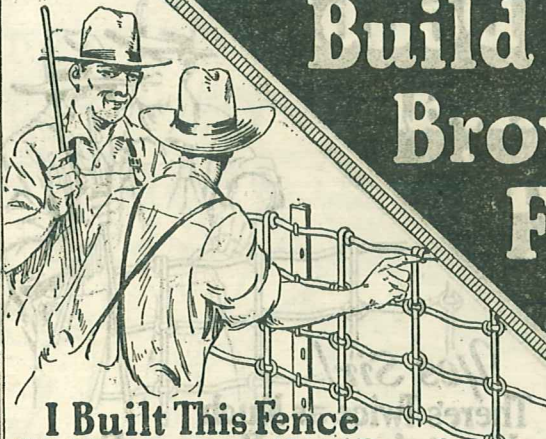
Made in 20, 30 and 40 Rod Rolls

20 Rods	30 Rods	40 Rods
\$7.20	\$10.80	\$14.40

8 Line Wires 32 Inches High

Top wire No. 9; bottom wire No. 10; other wires No. 11. Stay wires 12 ins. apart (16 to the rod). All Double Galvanized Basic Open-Hearth Wire. We Pay Freight on 30 Rods or More

Build Brown Fence for Service



I Built This Fence 18 Years Ago - Not a Rust Spot on it

Fence As Good Today As the Day It Was Built

Watertown, Minn.

The Brown Fence & Wire Co.

Gentlemen:-Some 18 years ago I made a purchase of hog fence from you.

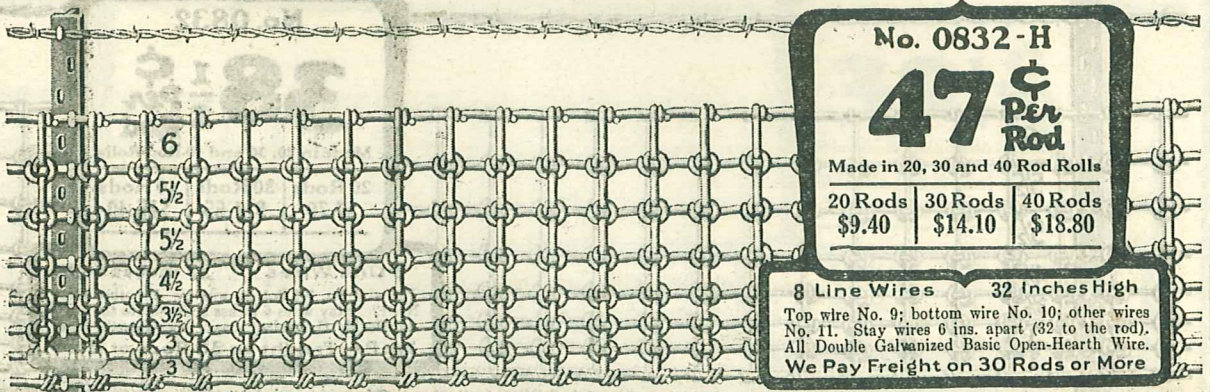
The ground is very hilly and portions of the low wire has been covered with soil ever since I built the fence.

There is no rust on any part of the fence, and it is as good to-day as the day it was built.

In view of such quality I turn to the same firm when I am in the market for more fence, trusting that you are maintaining the same standard of quality as you did at that time.

F. A. Mattson.

Heavy Weight 8 bar 32 inch close spaced hog and sheep fence



No. 0832-H

47¢ Per Rod

Made in 20, 30 and 40 Rod Rolls

20 Rods	30 Rods	40 Rods
\$9.40	\$14.10	\$18.80

8 Line Wires 32 Inches High

Top wire No. 9; bottom wire No. 10; other wires No. 11. Stay wires 6 ins. apart (32 to the rod). All Double Galvanized Basic Open-Hearth Wire. We Pay Freight on 30 Rods or More

DIRECT FROM FACTORY

WE PAY THE FREIGHT

Medium weight 6 bar 36 inch sheep and cattle fence

No. 635-13

21 $\frac{1}{2}$ ¢
Per Rod

Made in 20, 30 and 40 Rod Rolls

20 Rods	30 Rods	40 Rods
\$4.30	\$6.45	\$8.60

6 Line Wires 36 Inches High

Top wire No. 11; Bottom wire No. 11; other wires No. 13. Stay wires 12 inches apart (16 to the rod). All Double Galvanized Basic Open-Hearth Wire. We Pay Freight on 30 Rods or More

No Trouble With Fence Sagging

Warren, Ohio.

The Brown Fence & Wire Co.

Gentlemen:—I have received my fence and am surely pleased with it.

Your fence stands the test just as you advertise. I myself, have stretched many feet of fencing and I have had less trouble with your fence from sagging than any I have ever used.

There are quite a few people here who have spoken to me about the fine appearance of this fence; I think you will get some more order from this vicinity and I will certainly use my utmost influence to boost the Brown Fences.

Harry J. Burge.

Brown's
Coiled Spring
Steel
Strand Wires
Never Sag



Standard 6 bar 36 inch sheep and cattle fence

No. 635

26 $\frac{1}{2}$ ¢
Per Rod

Made in 20, 30 and 40 Rod Rolls

20 Rods	30 Rods	40 Rods
\$5.30	\$7.95	\$10.60

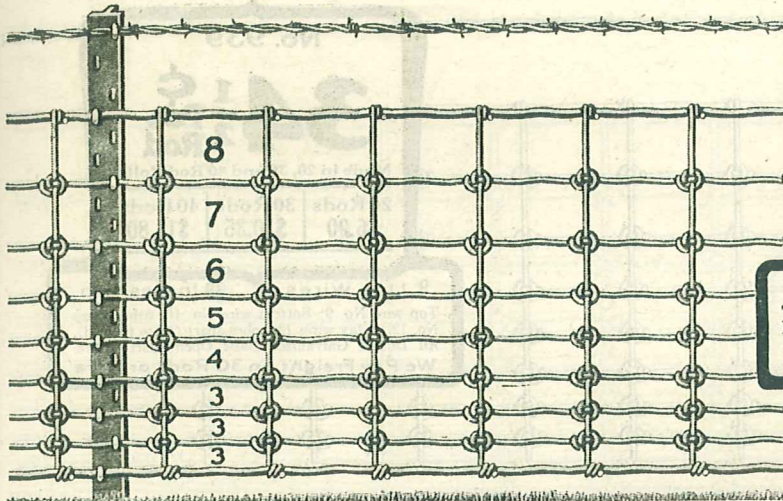
6 Line Wires 36 Inches High

Top wire No. 9; Bottom wire No. 10; other wires No. 12. Stay wires 12 inches apart (16 to the rod). All Double Galvanized Basic Open-Hearth Wire. We Pay Freight on 30 Rods or More

DIRECT FROM FACTORY

WE PAY THE FREIGHT

Medium weight 9 bar 39 inch general purpose stock fence



No. 939-13

29 $\frac{3}{4}$ ¢ Per Rod

Made in 20, 30 and 40 Rod Rolls

20 Rods	30 Rods	40 Rods
\$5.95	\$8.93	\$11.90

9 Line Wires 39 Inches High

Top wire No. 10; Bottom wire No. 10; other wires No. 13. Stay wires 12 inches apart (16 to the rod). All Double Galvanized Basic Open-Hearth Wire. We Pay Freight on 30 Rods or More

Saved About \$25.00

Charleston, W. Va.

The Brown Fence & Wire Co.

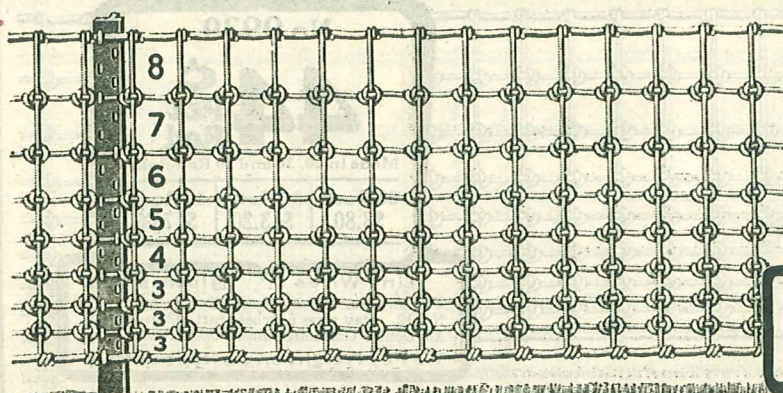
Gentlemen:—I am writing to let you know how well pleased I am with your fence. I ordered 250 rods of fence about 14 years ago. I received the order promptly and you saved me about \$25.00. This fence today is solid, and the wire as bright as new wire yet. I bought 125 rods of another fence 4 years ago and put it up, now the wire is covered with rust, almost worthless. It convinces me that your Double Galvanized wire is cheaper and much better.

C. E. Route.

Brown's
Galvanizing
Better~
Test It
Yourself



Medium weight 9 bar 39 inch close spaced hog and stock fence



No. 0939-13

37 $\frac{1}{2}$ ¢ Per Rod

Made in 20, 30 and 40 Rod Rolls

20 Rods	30 Rods	40 Rods
\$7.50	\$11.25	\$15.00

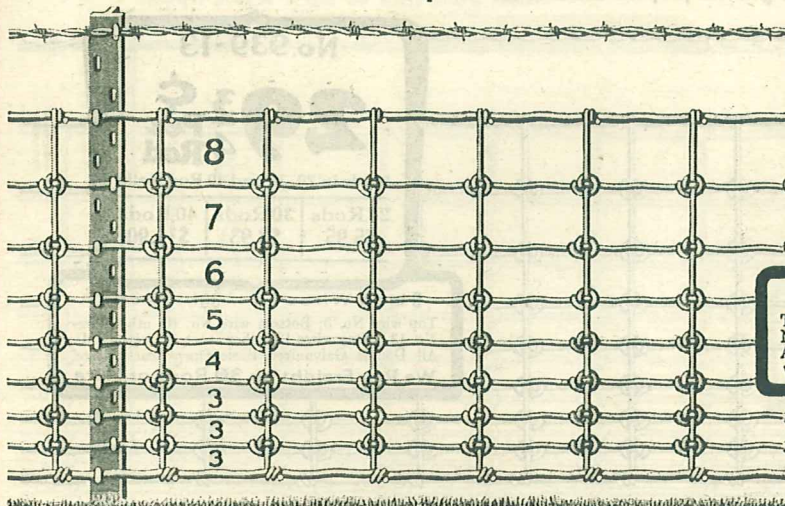
9 Line Wires 39 Inches High

Top wire No. 10; Bottom wire No. 10; other wires No. 13. Stay wires 6 inches apart (32 to the rod). All Double Galvanized Basic Open-Hearth Wire. We Pay Freight on 30 Rods or More

DIRECT FROM FACTORY

WE PAY THE FREIGHT

Standard 9 bar 39 inch sheep and cattle fence



No. 939

34¹/₂ ¢ Per Rod

Made in 20, 30 and 40 Rod Rolls

20 Rods	30 Rods	40 Rods
\$6.90	\$10.35	\$13.80

9 Line Wires 39 Inches High

Top wire No. 9; Bottom wire No. 10; other wires No. 12. Stay wires 12 inches apart (16 to the rod). All Double Galvanized Basic Open-Hearth Wire. We Pay Freight on 30 Rods or More

**You Take
No Risk-
Everything
Guaran-
teed**

**Knows He Will Be Treated
Right By Brown**

Lisbon, Ohio.

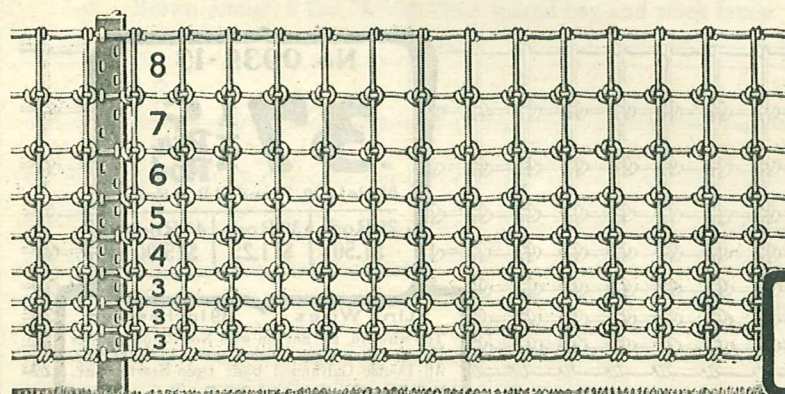
The Brown Fence & Wire Co.

Gentlemen:—Not knowing the price at present, of your fence and not having a new catalog, I am sending you a blank check for a bill of fencing and some gates. With all firms I would not do this, but the Brown firm I consider honorable and feel that their reputation is at stake, if they did not use me as one man should use another. Fill in the price or amount of the order and send me a new catalog so that I will know the amount is correct.

Hoping that you can fill the order immediately and ship as directed, I remain,

G. W. Armstrong.

Standard 9 bar 39 inch close spaced hog, sheep and cattle fence



No. 0939

44 ¢ Per Rod

Made in 20, 30 and 40 Rod Rolls

20 Rods	30 Rods	40 Rods
\$8.80	\$13.20	\$17.60

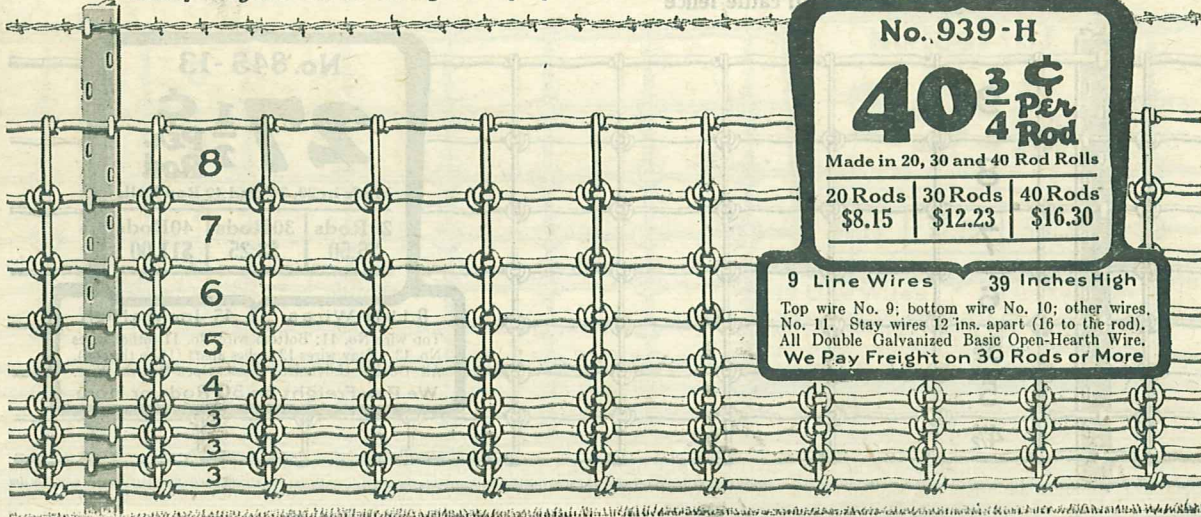
9 Line Wires 39 Inches High

Top wire No. 9; Bottom wire No. 10; other wires No. 12. Stay wires 6 inches apart (32 to the rod). All Double Galvanized Basic Open Hearth Wire. We Pay Freight on 30 Rods or More

DIRECT FROM FACTORY

WE PAY THE FREIGHT

Heavy weight 9 bar 39 inch general purpose stock fence



No. 939-H

40³/₄ [¢]
Per Rod

Made in 20, 30 and 40 Rod Rolls

20 Rods	30 Rods	40 Rods
\$8.15	\$12.23	\$16.30

9 Line Wires 39 Inches High

Top wire No. 9; bottom wire No. 10; other wires No. 11. Stay wires 12 ins. apart (16 to the rod). All Double Galvanized Basic Open-Hearth Wire. We Pay Freight on 30 Rods or More

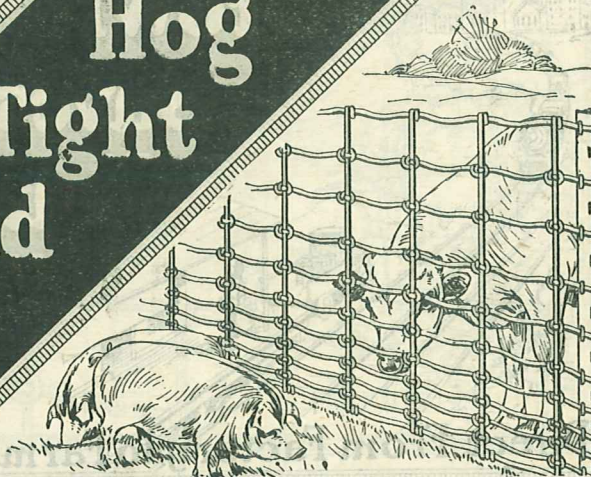
Failed to Find Better Fence

Brown Fence & Wire Co. Casa Grande, Ariz.
Gentlemen:—In the past nine years we have bought considerable wire from you both here in Arizona and Oregon.

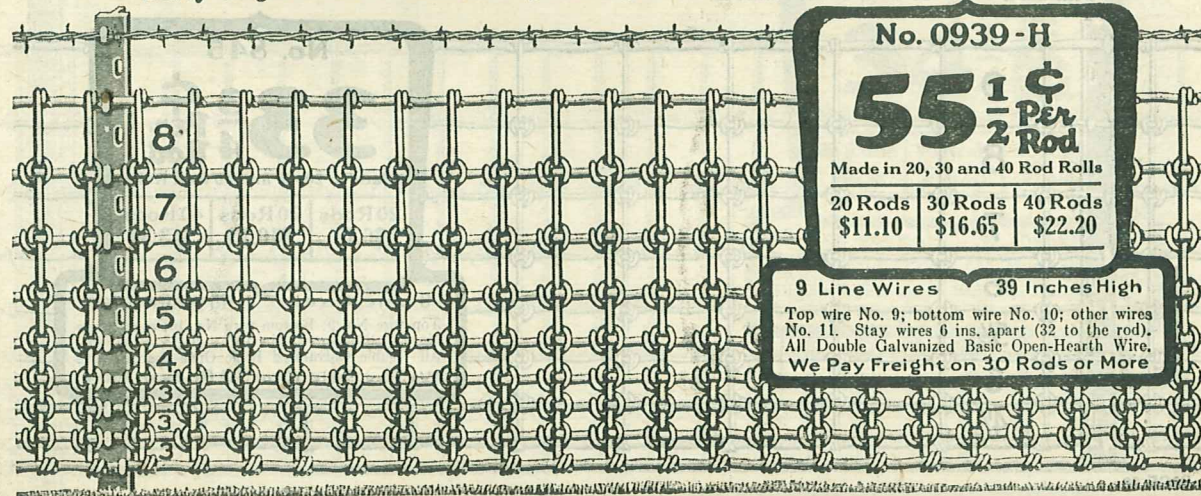
I have failed yet to find a wire any better; both states where we used your wire are range countries and it takes a real wire to keep range stock from going through. Most wire will break under the strain—yours will not. We have had old range bulls jump on and over your fence and have yet to find a break.

Now, I need a few rolls of Ready Roofing and wish you would send me samples. If your roofing is like your wire, there can be none better.
R. D. BROWN.

**Hog
Tight
and
Bull
Strong**



Heavy weight 9 bar 39 inch close spaced hog and stock fence



No. 0939-H

55¹/₂ [¢]
Per Rod

Made in 20, 30 and 40 Rod Rolls

20 Rods	30 Rods	40 Rods
\$11.10	\$16.65	\$22.20

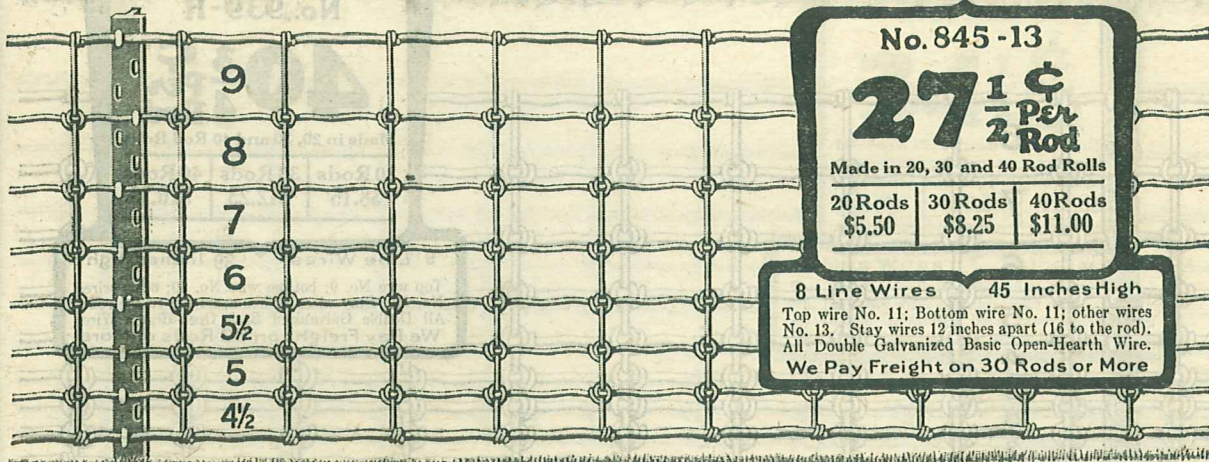
9 Line Wires 39 Inches High

Top wire No. 9; bottom wire No. 10; other wires No. 11. Stay wires 6 ins. apart (32 to the rod). All Double Galvanized Basic Open-Hearth Wire. We Pay Freight on 30 Rods or More

DIRECT FROM FACTORY

WE PAY THE FREIGHT

Medium weight 8 bar 45 inch cattle fence



No. 845 -13

27 $\frac{1}{2}$ ¢
Per Rod

Made in 20, 30 and 40 Rod Rolls

20 Rods	30 Rods	40 Rods
\$5.50	\$8.25	\$11.00

8 Line Wires 45 Inches High

Top wire No. 11; Bottom wire No. 11; other wires No. 13. Stay wires 12 inches apart (16 to the rod). All Double Galvanized Basic Open-Hearth Wire. We Pay Freight on 30 Rods or More

Brown Saves You all Middlemen's Profits



Direct From Factory to Farm

Big Saving Over Retail Prices

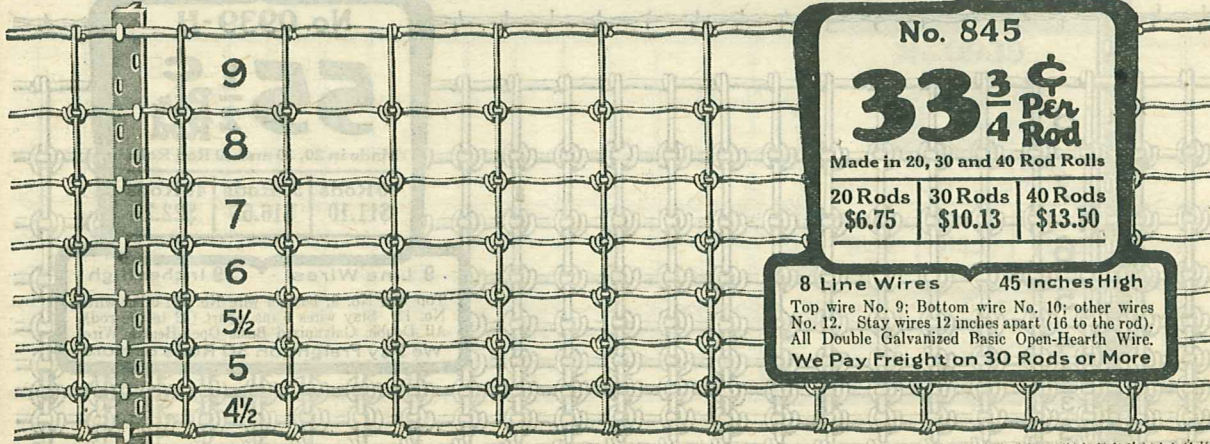
The Brown Fence & Wire Co. Davisville, R. I.
Gentlemen:—Fence, Gates and Posts received; I think you have fulfilled your claims as to quality and price fully.

With your prices freight paid I could not do nearly as well in New England—If all the people needing fence realized the difference, our local fence dealers could take a vacation and not be missed.

J. S. MADISON.

Balko, Okla.
The Brown Fence & Wire Co.
Gentlemen:—I just received my shipment of fence and will say I am indeed surprised at the enormous value you put out for the money. The wire I got is a better value than I can purchase here for much more per rod.
J. E. SWIGER.

Standard 8 bar 45 inch cattle fence



No. 845

33 $\frac{3}{4}$ ¢
Per Rod

Made in 20, 30 and 40 Rod Rolls

20 Rods	30 Rods	40 Rods
\$6.75	\$10.13	\$13.50

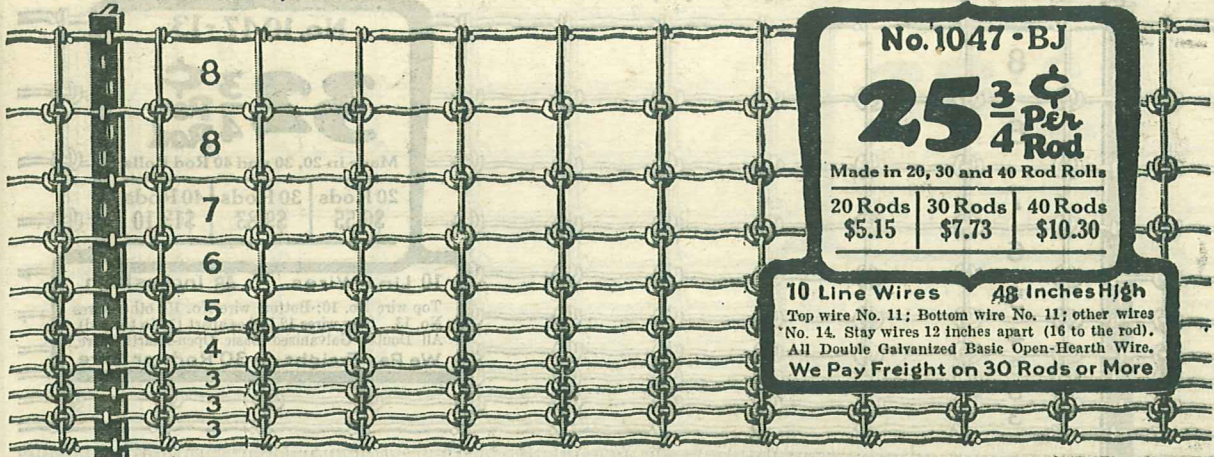
8 Line Wires 45 Inches High

Top wire No. 9; Bottom wire No. 10; other wires No. 12. Stay wires 12 inches apart (16 to the rod). All Double Galvanized Basic Open-Hearth Wire. We Pay Freight on 30 Rods or More

DIRECT FROM FACTORY

WE PAY THE FREIGHT

Brown Junior, 10 bar 48 inch stock fence



No. 1047-BJ

25 $\frac{3}{4}$ ¢
Per Rod

Made in 20, 30 and 40 Rod Rolls

20 Rods	30 Rods	40 Rods
\$5.15	\$7.73	\$10.30

10 Line Wires 48 Inches High

Top wire No. 11; Bottom wire No. 11; other wires No. 14. Stay wires 12 inches apart (16 to the rod). All Double Galvanized Basic Open-Hearth Wire. We Pay Freight on 30 Rods or More

Fence Stood Up Fine.

Rivesville, W. Va.

The Brown Fence & Wire Co.

Gentlemen:—I bought some of your fence 16 years back, and it is still in good condition. It is the best fence I ever built, and I have put this fence to the hardest test that a fence has ever stood, three year old bulls on each side and it stood up fine.

E. L. MUSGRAVE.

Covington, La.

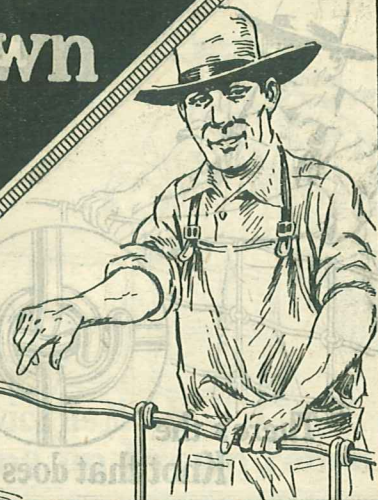
The Brown Fence & Wire Co.

Gentlemen:—I bought from you about three years ago, enough wire to fence 80 acres which has given fine satisfaction, and I feel I saved about \$100.00 over the local dealers price.

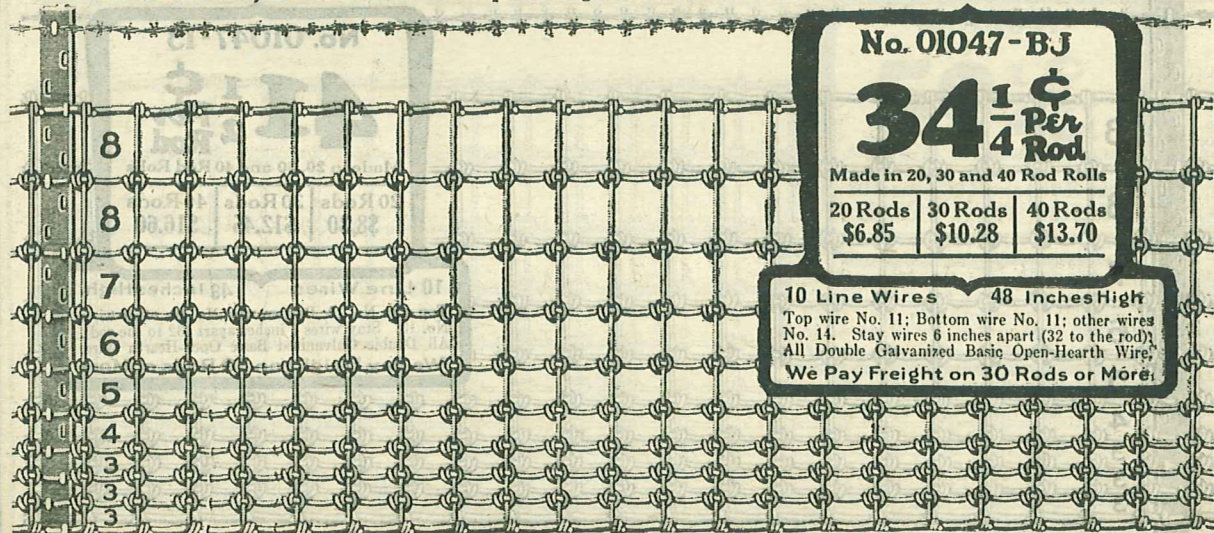
R. I. Bassineau.

Brown Fence

Always Tight and Trim



Brown Junior, 10 bar 48 inch close spaced hog and stock fence



No. 01047-BJ

34 $\frac{1}{4}$ ¢
Per Rod

Made in 20, 30 and 40 Rod Rolls

20 Rods	30 Rods	40 Rods
\$6.85	\$10.28	\$13.70

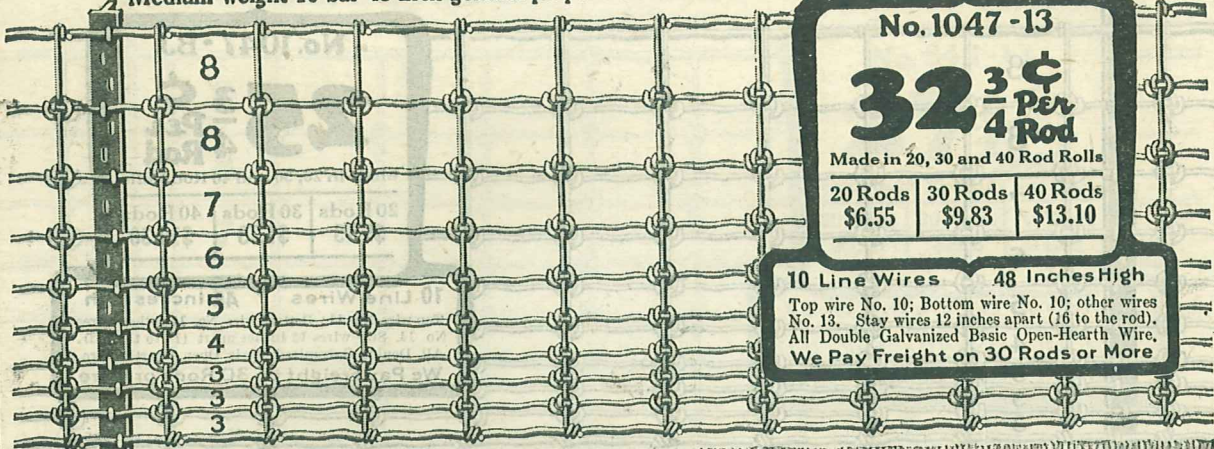
10 Line Wires 48 Inches High

Top wire No. 11; Bottom wire No. 11; other wires No. 14. Stay wires 6 inches apart (32 to the rod). All Double Galvanized Basic Open-Hearth Wire. We Pay Freight on 30 Rods or More.

DIRECT FROM FACTORY

WE PAY THE FREIGHT

Medium weight 10 bar 48 inch general purpose stock fence



No. 1047-13

32 $\frac{3}{4}$ ¢
Per Rod

Made in 20, 30 and 40 Rod Rolls

20 Rods	30 Rods	40 Rods
\$6.55	\$9.83	\$13.10

10 Line Wires 48 Inches High

Top wire No. 10; Bottom wire No. 10; other wires No. 13. Stay wires 12 inches apart (16 to the rod). All Double Galvanized Basic Open-Hearth Wire. We Pay Freight on 30 Rods or More



The Brown Knot Can't Slip

There's the Knot that does the Trick

Likes the Brown Knot

Exton, Pa.

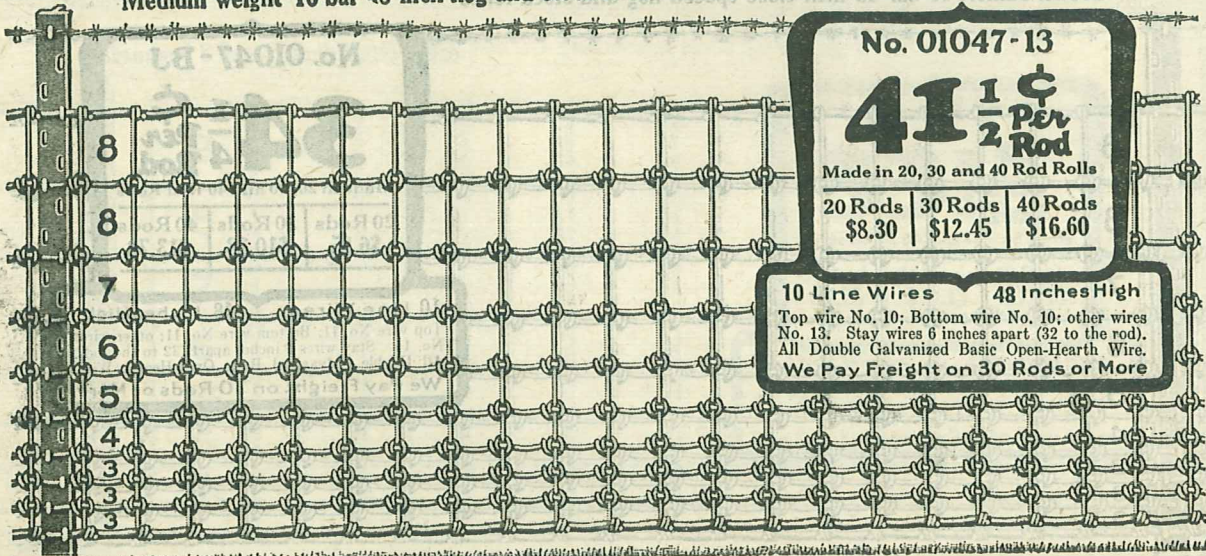
The Brown Fence & Wire Co.

Gentlemen:—The order of fence wire which you shipped me I received in good condition. I have it on the posts already and it is looked at by most everyone that passes. There isn't a fence that can compare with it in my part of the country.

I saved about one-half by buying from you. The main thing I like is the knot that keeps the wire together. Most fences here are wrapped and stuck together and not much galvanizing can be seen on them.

Thanking you kindly for your prompt shipment. I beg to remain,
Wm. W. Reason.

Medium weight 10 bar 48 inch hog and stock fence



No. 01047-13

41 $\frac{1}{2}$ ¢
Per Rod

Made in 20, 30 and 40 Rod Rolls

20 Rods	30 Rods	40 Rods
\$8.30	\$12.45	\$16.60

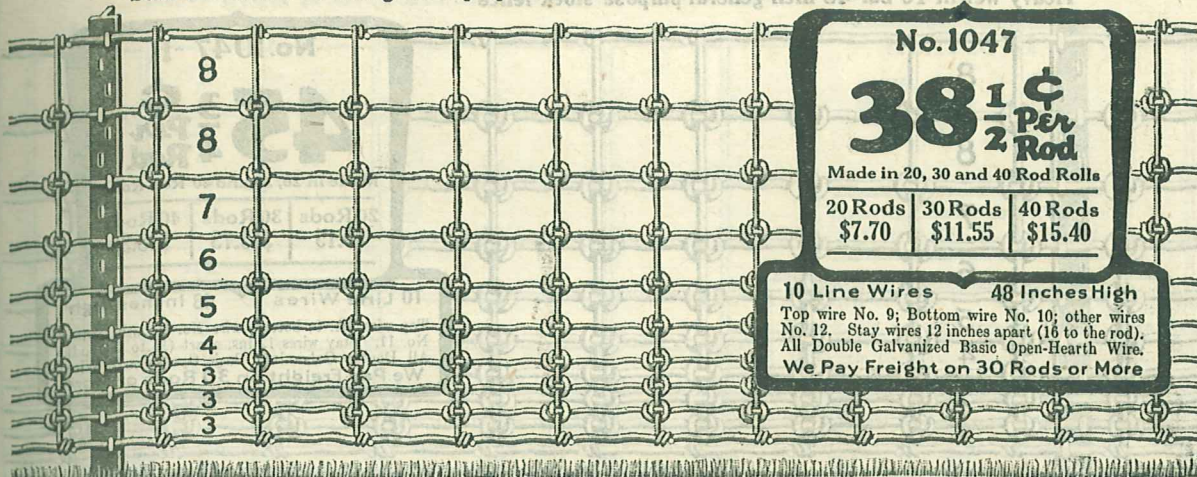
10 Line Wires 48 Inches High

Top wire No. 10; Bottom wire No. 10; other wires No. 13. Stay wires 6 inches apart (32 to the rod). All Double Galvanized Basic Open-Hearth Wire. We Pay Freight on 30 Rods or More

DIRECT FROM FACTORY

WE PAY THE FREIGHT

Standard 10 bar 48 inch general purpose field and stock fence



No. 1047

38 1/2 [¢]
Per Rod

Made in 20, 30 and 40 Rod Rolls

20 Rods	30 Rods	40 Rods
\$7.70	\$11.55	\$15.40

10 Line Wires 48 Inches High

Top wire No. 9; Bottom wire No. 10; other wires No. 12. Stay wires 12 inches apart (16 to the rod). All Double Galvanized Basic Open-Hearth Wire. We Pay Freight on 30 Rods or More

Not How Old But How Good

Warsaw, Ind.

Gentlemen:—

Send me your late price list on wire fence. The 550 rods of your 1047 that I put up three years ago looks fine—and I need more. Thanking you for this favor, I remain,

Yours respectfully,

P. B. EILER,

1215 E. Main St.,

Gentlemen:—

Evinston, Va.

I purchased 160 rods of woven wire from you nine years ago and it is apparently as good today as when first put up and has not rusted a particle.

Yours truly,

L. Lee Barnes.

Double Galvan-izing

Means Triple Life

Yes Sir!
There's Twice as Much Galvanizing on Brown Fence.

No. 01047

50 1/4 [¢]
Per Rod

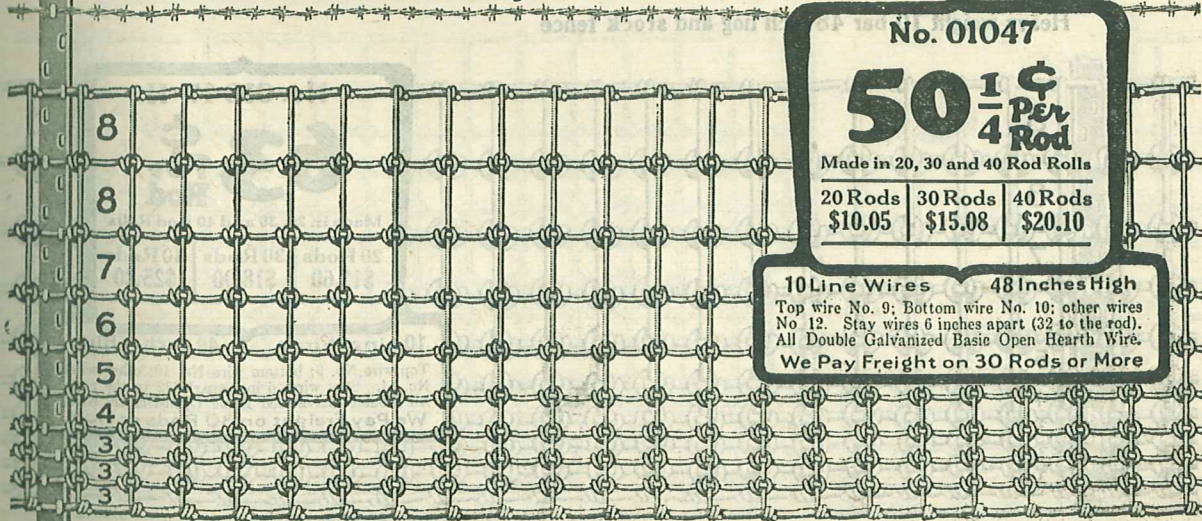
Made in 20, 30 and 40 Rod Rolls

20 Rods	30 Rods	40 Rods
\$10.05	\$15.08	\$20.10

10 Line Wires 48 Inches High

Top wire No. 9; Bottom wire No. 10; other wires No. 12. Stay wires 6 inches apart (32 to the rod). All Double Galvanized Basic Open-Hearth Wire. We Pay Freight on 30 Rods or More

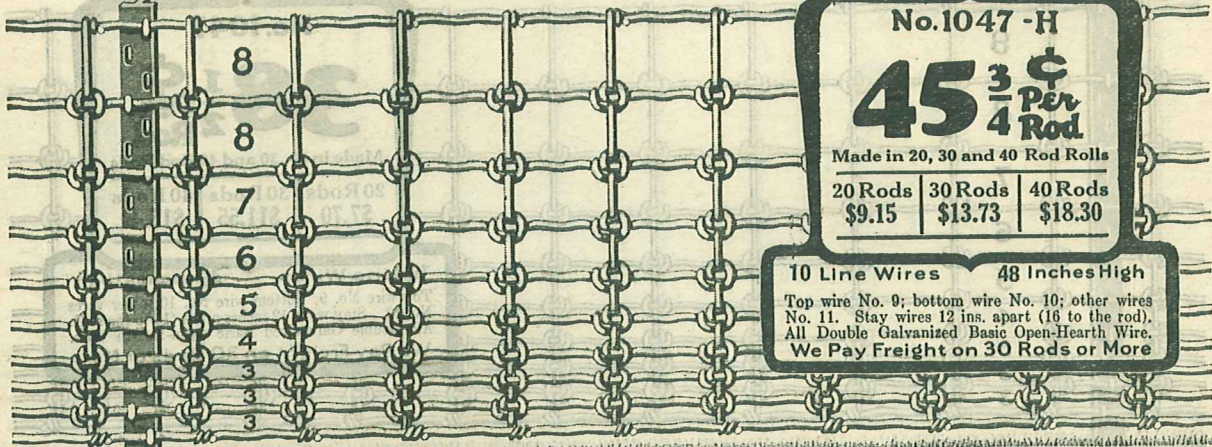
Standard 10 bar 48 inch fence for hogs and all kinds of stock



DIRECT FROM FACTORY

WE PAY THE FREIGHT

Heavy weight 10 bar 48 inch general purpose stock fence



No. 1047-H

45 $\frac{3}{4}$ ¢
Per Rod

Made in 20, 30 and 40 Rod Rolls

20 Rods	30 Rods	40 Rods
\$9.15	\$13.73	\$18.30

10 Line Wires 48 Inches High

Top wire No. 9; bottom wire No. 10; other wires No. 11. Stay wires 12 ins. apart (16 to the rod). All Double Galvanized Basic Open-Hearth Wire. We Pay Freight on 30 Rods or More

Brown Gives You Better Fence for Less Money

Yours Better Fence and Costs Less

Anson, Texas.

The Brown Fence & Wire Co.

Gentlemen:—I received my fence O. K. I am well pleased with it, and find it much better than I can buy here.

I lacked 28 ft. of fencing what I wanted to fence, and went to town and bought enough to finish. It is about half the weight of your wire and is about half galvanized, and it cost a lot more than your wire. I was ashamed to put it up beside your fence.

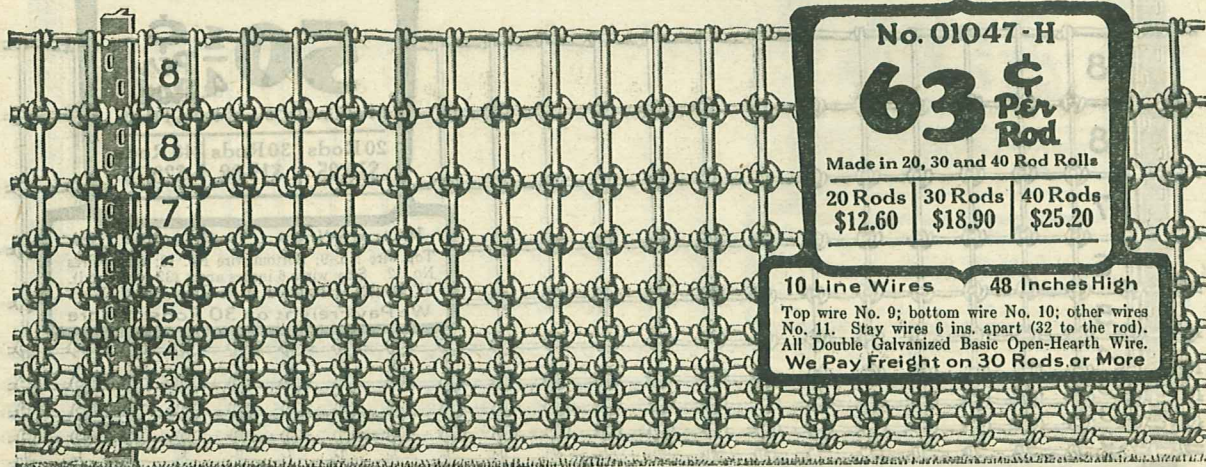
I have made up my mind that when I need any wire of any kind it will be Brown's wire.

F. B. Hicks.



I Saved \$20.00 by Ordering from Brown

Heavy weight 10 bar 48 inch hog and stock fence



No. 01047-H

63 ¢
Per Rod

Made in 20, 30 and 40 Rod Rolls

20 Rods	30 Rods	40 Rods
\$12.60	\$18.90	\$25.20

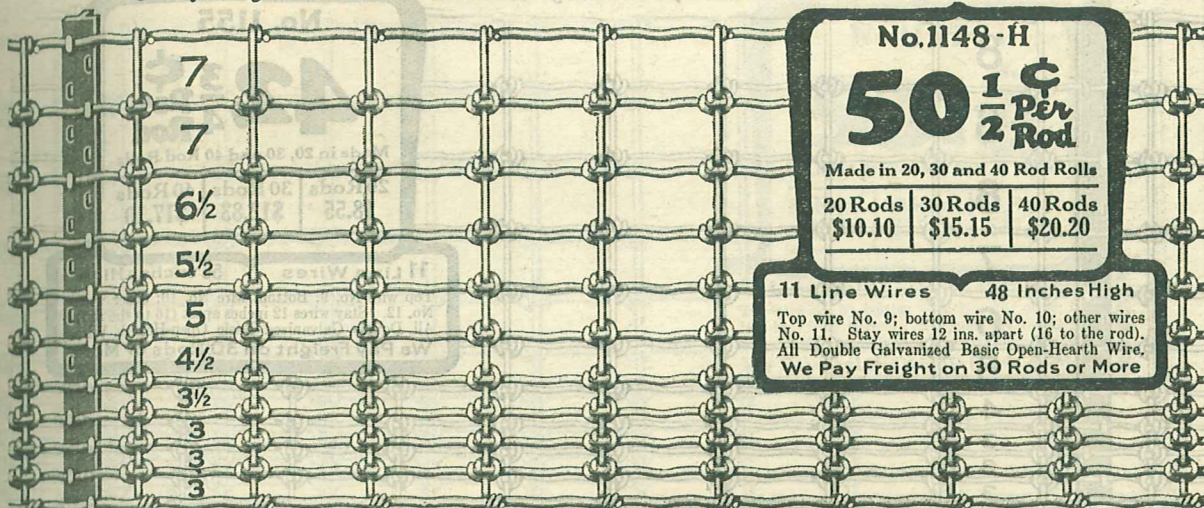
10 Line Wires 48 Inches High

Top wire No. 9; bottom wire No. 10; other wires No. 11. Stay wires 6 ins. apart (32 to the rod). All Double Galvanized Basic Open-Hearth Wire. We Pay Freight on 30 Rods or More

DIRECT FROM FACTORY

WE PAY THE FREIGHT

Heavy Weight 11 bar 48 inch fence for horses, cattle and general stock



No. 1148-H

50 $\frac{1}{2}$ ¢ Per Rod

Made in 20, 30 and 40 Rod Rolls

20 Rods	30 Rods	40 Rods
\$10.10	\$15.15	\$20.20

11 Line Wires 48 Inches High

Top wire No. 9; bottom wire No. 10; other wires No. 11. Stay wires 12 ins. apart (16 to the rod). All Double Galvanized Basic Open-Hearth Wire. We Pay Freight on 30 Rods or More

Hogs Can't Go Through Brown Fence

The Brown Fence & Wire Co. Conconully, Wash.

Gentlemen:—I don't have to test your wire as I got 120 rods of it before—5 or 6 years ago. Several farmers and myself looked at it the other day. It is erected on damp ground around a lake and it does not rust nor break nor have any of my hogs been able to go through the fence. I have two other kinds of wire in the same pasture and the pigs get through them whenever they please.

I showed those who looked at my fence the difference and they all had to say that the Brown fence is the best. For myself, I believe it cannot be beat and I hope to see the day when the entire ranch will be fenced with it.

From my experience I sure will be a Brown Booster.

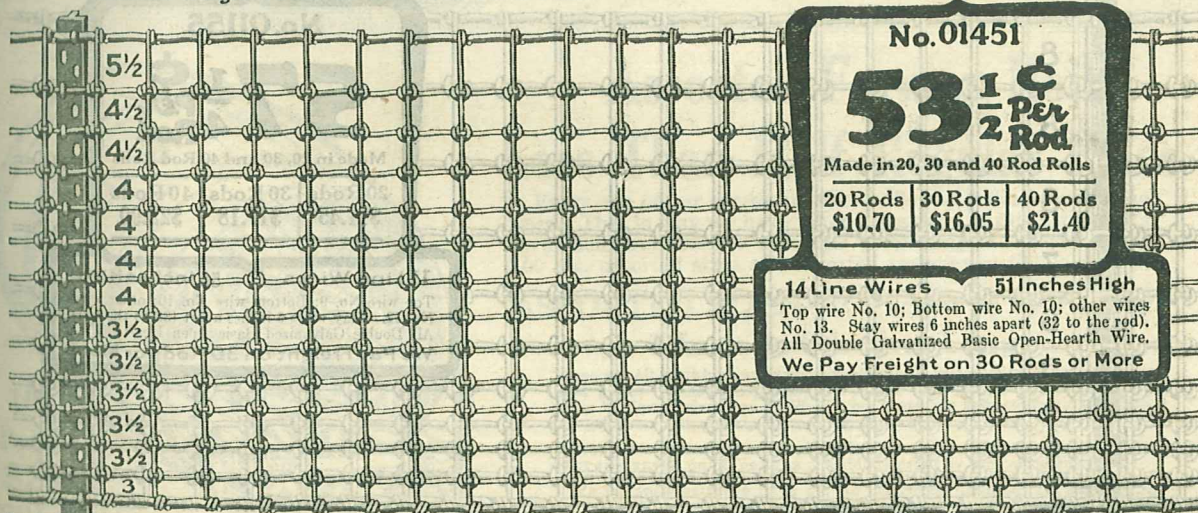
T. ROBERTS.

Brown's
Stiff
Stay-wires
Save
Posts

This is Brown's
One Piece Stiff
Stay Wire — It Can't Sag



Medium Weight 14 bar 51 inch Wolf Proof Fence



No. 01451

53 $\frac{1}{2}$ ¢ Per Rod

Made in 20, 30 and 40 Rod Rolls

20 Rods	30 Rods	40 Rods
\$10.70	\$16.05	\$21.40

14 Line Wires 51 Inches High

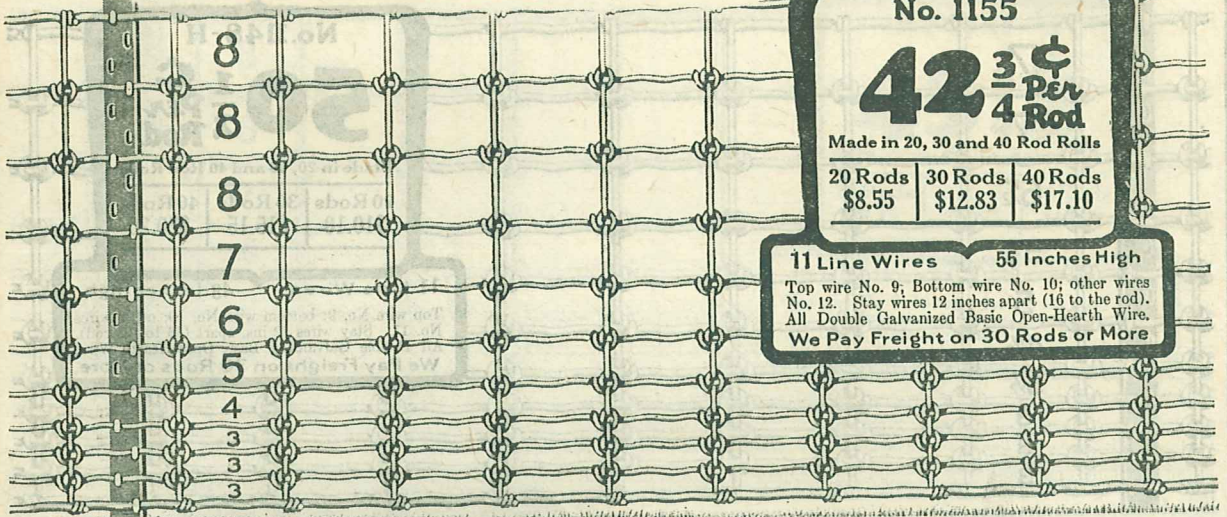
Top wire No. 10; Bottom wire No. 10; other wires No. 13. Stay wires 6 inches apart (32 to the rod). All Double Galvanized Basic Open-Hearth Wire.

We Pay Freight on 30 Rods or More

DIRECT FROM FACTORY

WE PAY THE FREIGHT

Standard 11 bar 55 in. fence for horses, cattle and general stock



No. 1155

42 $\frac{3}{4}$ ¢ Per Rod

Made in 20, 30 and 40 Rod Rolls

20 Rods	30 Rods	40 Rods
\$8.55	\$12.83	\$17.10

11 Line Wires 55 Inches High

Top wire No. 9; Bottom wire No. 10; other wires No. 12. Stay wires 12 inches apart (16 to the rod). All Double Galvanized Basic Open-Hearth Wire. We Pay Freight on 30 Rods or More

Buy From
Brown-
SAVE
Big
MONEY

Saved \$25.00 On One Order

Helena, Missouri.

The Brown Fence & Wire Co.

Gentlemen:—The Fencing and gates arrived a few days ago and to say that I am well pleased with my first order from you is just putting it mild. I hung the gates and stretched the fence and it makes the farm look 100% better already.

I saved fully \$25.00 on this order. I can build more fence for less money since I bought from you. I can heartily recommend the Brown Fence & Wire Co., to anyone in need of anything in your line.

I will send you another order in the near future.

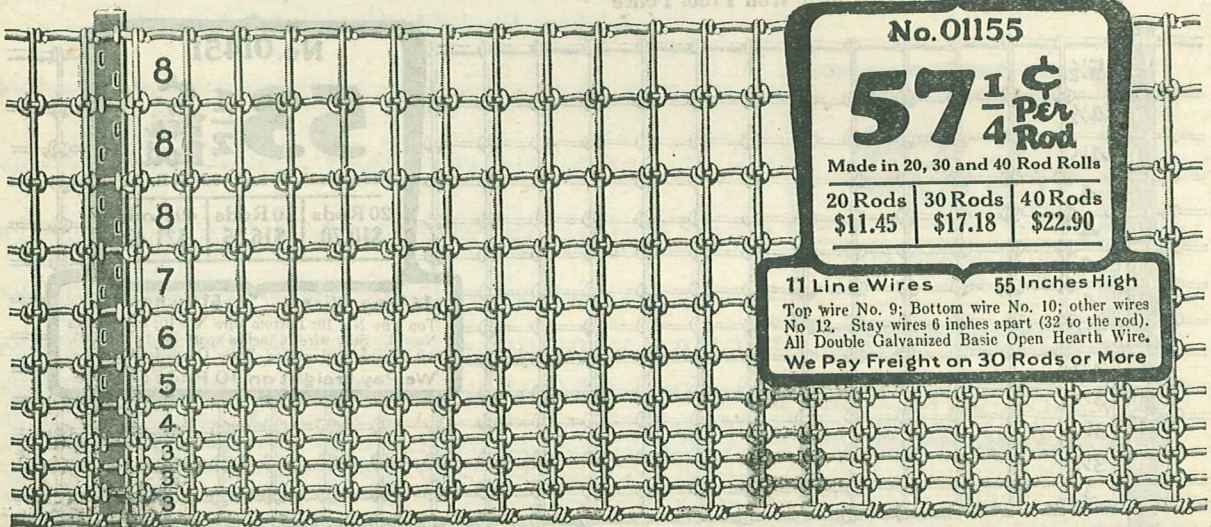
O. D. CARPENTER.

RECEIVING



What You Save On
Fencing Will Pay Your Taxes

Standard 11 bar 55 inch close spaced fence for every kind of stock



No. 01155

57 $\frac{1}{4}$ ¢ Per Rod

Made in 20, 30 and 40 Rod Rolls

20 Rods	30 Rods	40 Rods
\$11.45	\$17.18	\$22.90

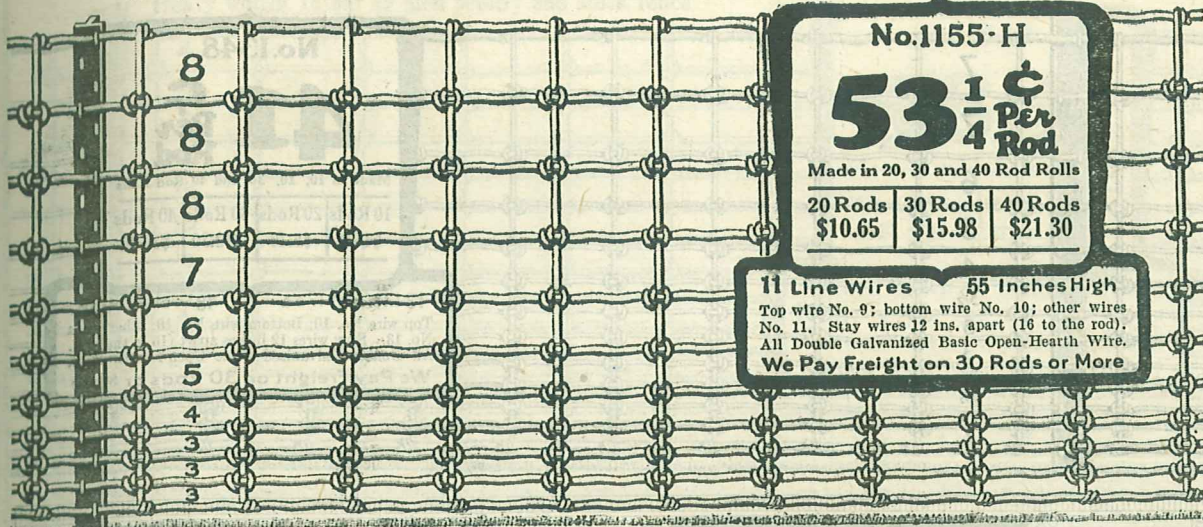
11 Line Wires 55 Inches High

Top wire No. 9; Bottom wire No. 10; other wires No. 12. Stay wires 6 inches apart (32 to the rod). All Double Galvanized Basic Open Hearth Wire. We Pay Freight on 30 Rods or More

DIRECT FROM FACTORY

WE PAY THE FREIGHT

Heavy Weight 11 Bar 55 inch general purpose farm fence



No. 1155-H

53 $\frac{1}{4}$ ¢
Per Rod

Made in 20, 30 and 40 Rod Rolls

20 Rods	30 Rods	40 Rods
\$10.65	\$15.98	\$21.30

11 Line Wires 55 Inches High

Top wire No. 9; bottom wire No. 10; other wires No. 11. Stay wires 12 ins. apart (16 to the rod). All Double Galvanized Basic Open-Hearth Wire. We Pay Freight on 30 Rods or More

The Best I Have Ever Seen.

The Brown Fence & Wire Co.

North Vernon, Indiana

Gentlemen:—The wire fencing I ordered arrived O. K. all in good shape and I am well pleased with it and if I ever need any more fencing I surely will remember the Brown Fence and Wire Co., as I think it is the best fence that I have ever seen.
O. P. OSBORN.

Carrollton, Ga.

The Brown Fence & Wire Co.

Gentlemen:—I have some of your fencing that has been in use for 12 or 15 years, and it is good yet. I expect to need more and you sure will get my order. The fence I bought of you is worth four times as much as the wire I bought of my local dealer, and cost less.

W. S. HARRIS.

Brown's
Coiled Spring
Steel
Strand Wires
Never Sag



Assorted Farmer Nails Less Than Half Regular Price

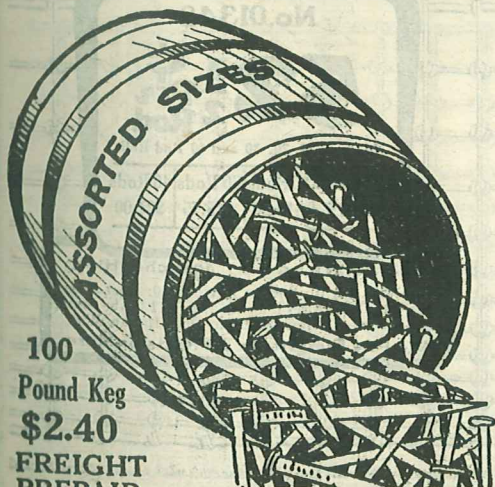
Every one of our customers uses nails many times during the year. That is why we have taken advantage of this opportunity to present our friends with this great bargain. Think of it. 100 lbs. assorted sizes and assorted varieties at this low price.

ASSORTED SIZES—2 Penny to 60 Penny
1 Inch to 6 Inches Long

These are all bright, clean, new perfect nails of first quality. They accumulated under the nail machines, and rather than bother sorting them to many kinds and sizes, we decided to put them into kegs containing 100 lbs. and get them out quickly by making an unheard of price.

At this low price we must limit each customer to only 3 kegs because we want as many of our friends as possible to profit by this opportunity.

We do not sort these nails nor do we guarantee a certain number of any one kind in a keg. **ORDER NOW—first come, first served.**



100
Pound Keg
\$2.40
FREIGHT
PREPAID

DIRECT FROM FACTORY

WE PAY THE FREIGHT

Medium weight 13 bar 48 inch hog, poultry and stock fence

No.1348

41¢ Per Rod

Made in 10, 20, 30 and 40 Rod Rolls

10 Rods	20 Rods	30 Rods	40 Rods
\$4.10	\$8.20	\$12.30	\$16.40

13 Line Wires 48 Inches High

Top wire No. 10; Bottom wire No. 10; other wires No. 13. Stay wires 12 inches apart (16 to the rod). All Double Galvanized Basic Open-Hearth Wire.

We Pay Freight on 30 Rods or More

Jim Brown Pays the Freight

No, John the Freight's all Paid

My Low Prices are all You Pay

Gentlemen:—
I have one mile of your fencing on my place and am going to put up more of it. It is by far the best fence I can get and a lot cheaper. Your system of paying the freight is good—no guesswork about what it will cost laid down at my station.

CARL L. ERICKSON,
 Rt. No. 3, Box 35.
 Pierz, Minn.

Gentlemen:—
I received my fence yesterday O. K. and was sure pleased to get it for it looks good to me and I saved \$29.00 by ordering from you instead of buying here.

W. Greathouse.
 Salem, Mo.

Medium weight 13 bar 48 inch close spaced hog, poultry and stock fence

No.01348

52 1/2¢ Per Rod

Made in 10, 20, 30 and 40 Rod Rolls

10 Rods	20 Rods	30 Rods	40 Rods
\$5.25	\$10.50	\$15.75	\$21.00

13 Line Wires 48 Inches High

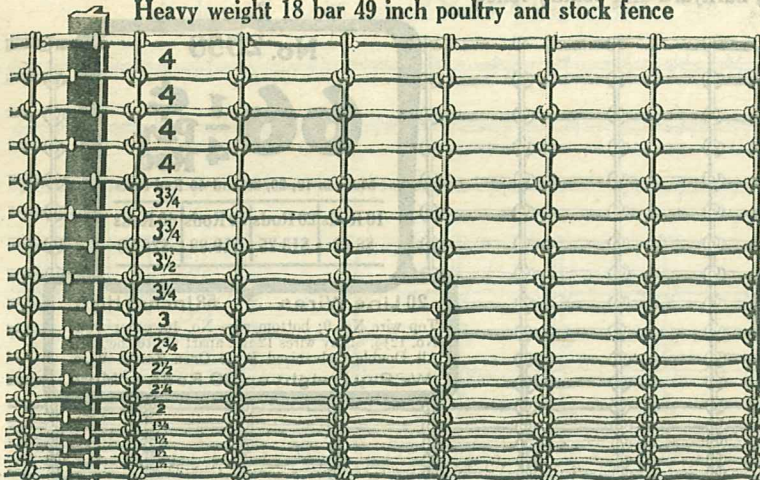
Top wire No. 10; Bottom wire No. 10; other wires No. 13. Stay wires 6 inches apart (32 to the rod). All Double Galvanized Basic Open-Hearth Wire.

We Pay Freight on 30 Rods or More

DIRECT FROM FACTORY

WE PAY THE FREIGHT

Heavy weight 18 bar 49 inch poultry and stock fence



No. 1849

58 1/4 [¢]
Per Rod

Made in 10, 20, 30 and 40 Rod Rolls

10 Rods	20 Rods	30 Rods	40 Rods
\$5.83	\$11.65	\$17.48	\$23.30

18 Line Wires

49 Inches High

Top wire No. 9; bottom wire No. 10; other wires No. 12 1/2. Stay wires 12 ins. apart (16 to the rod). All Double Galvanized Basic Open-Hearth Wire.

We Pay Freight on 30 Rods or More

Fence Up 20 Years—Still Good

Melrose, N. Y.

The Brown Fence & Wire Co.

Dear Sirs:—I put up 100 rods of your fence something over 20 years ago. I am now a man 60 years old, and I shall never have to replace that fence. I do not see but it is just as good as the day I put it up.

I fenced the rest of my farm with — Fence. Put some of it up after I put your fence up and the is now all going to pieces. And I have got to replace it. It would have been far cheaper in the long run if I had put your fence all over the farm in the first place, but a man has got to live one life to learn things. It will be your fence hereafter or none.

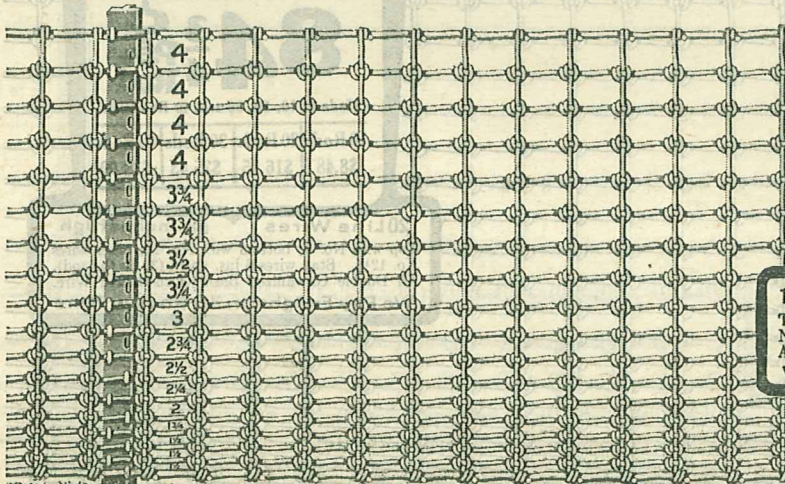
A. AKIN.

Double Galvan-izing Means Triple Life

Yes Sir!
There's Twice as Much Galvanizing on Brown Fence.



Heavy weight 18 bar 49 inch close spaced hog, poultry and stock fence



No. 01849

74 [¢]
Per Rod

Made in 10, 20, 30 and 40 Rod Rolls

10 Rods	20 Rods	30 Rods	40 Rods
\$7.40	\$14.80	\$22.20	\$29.60

18 Line Wires

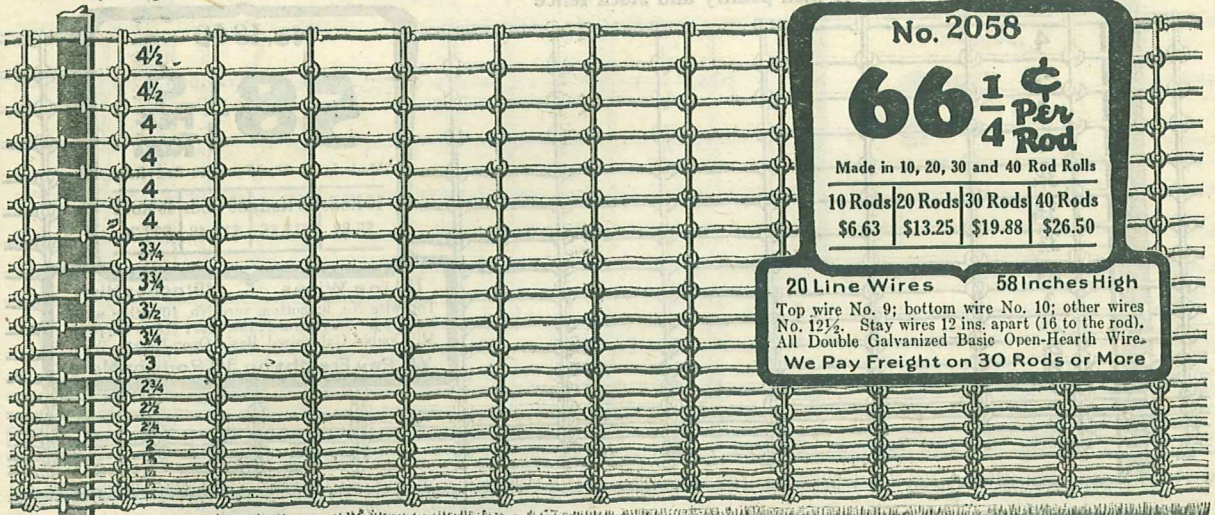
49 Inches High

Top wire No. 9; bottom wire No. 10; other wires No. 12 1/2. Stay wires 6 ins. apart (32 to the rod). All Double Galvanized Basic Open-Hearth Wire.

We Pay Freight on 30 Rods or More

DIRECT FROM FACTORY

Heavy weight 20 bar 58 inch field, lane, barnyard and poultry fence



66 $\frac{1}{4}$ ¢ Per Rod

10 Rods	20 Rods	30 Rods	40 Rods
\$6.63	\$13.25	\$19.88	\$26.50

Top wire No. 9; bottom wire No. 10; other wires No. 12½. Stay wires 12 ins. apart (16 to the rod). All Double Galvanized Basic Open-Hearth Wire.

We Pay Freight on 30 Rods or More

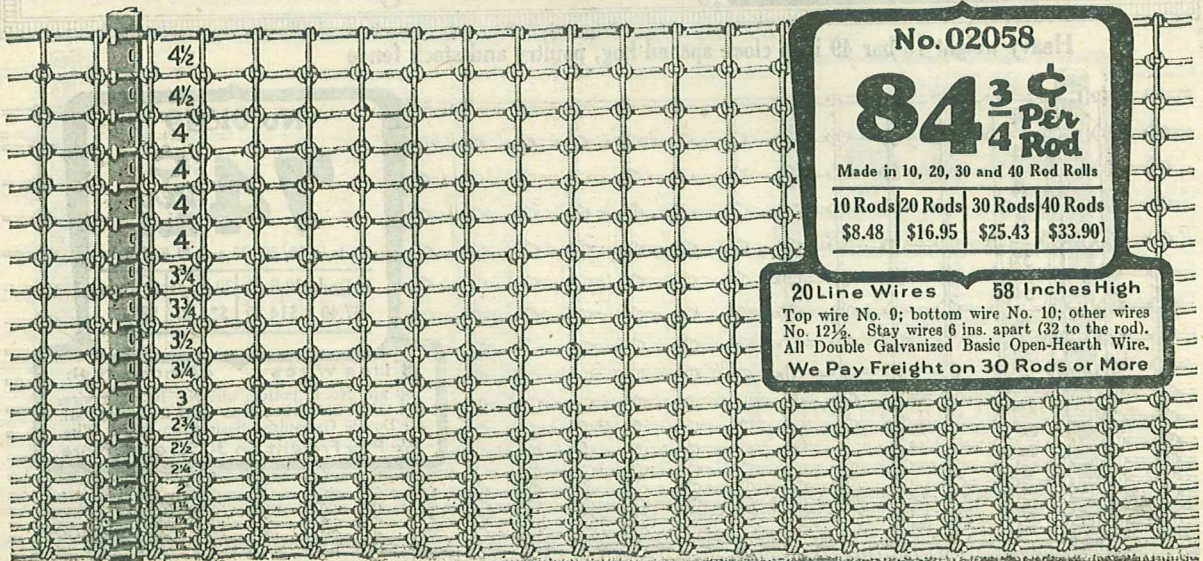
**Over
One
Million
Satisfied
Customers**

*The Brown Fence,
Gentlemen:—My
am very proud
easy to put
just the fence
it says it
orders
want
of*

Broken Fence & Wire Co.
Gentlemen:—My fence arrived here April 16th and I am very proud of it. It suits me to the "T". It is so easy to put up, I stretched it by myself. It is sure just the fence I wanted. Everybody who has seen it says it is a wonder. I think you will get some orders before long from my neighbors. I want to get some lawn fence about the first of next month. I sure thank you for your kindness and honesty. I hope that I can get all of my friends to order from you, as you are a square firm to deal with.

E. BURNETT.
Box 128-H, Burrville

Heavy weight 20 bar 58 inch close spaced field, lane, barnyard and poultry fence



84 $\frac{3}{4}$ ¢ Per Rod

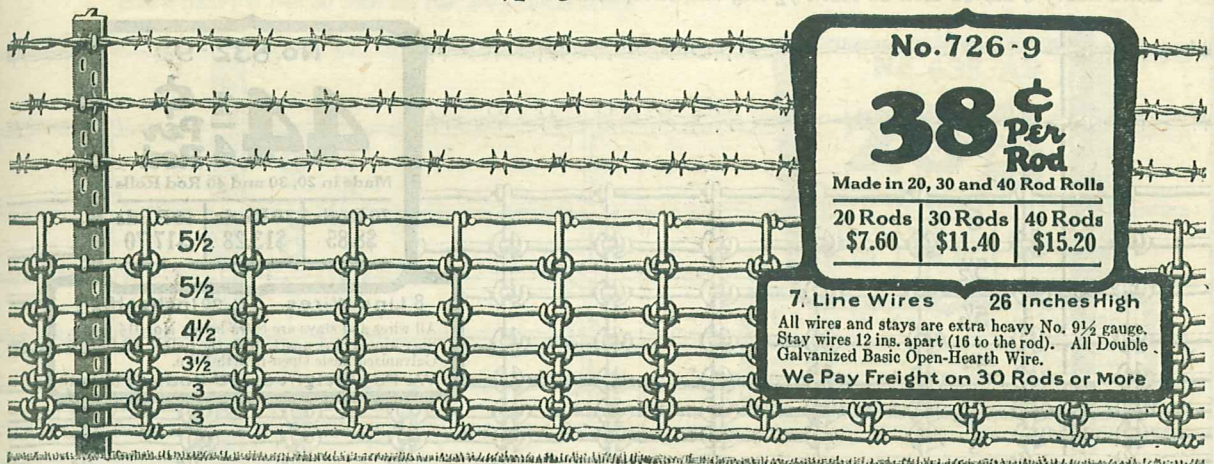
10 Rods	20 Rods	30 Rods	40 Rods
\$8.48	\$16.95	\$25.43	\$33.90

Top wire No. 9; bottom wire No. 10; other wires No. 12½. Stay wires 6 ins. apart (32 to the rod). All Double Galvanized Basic Open-Hearth Wire.

DIRECT FROM FACTORY

WE PAY THE FREIGHT

Extra heavy 7 bar 26 inch all No. 9½ hog fence



No. 726-9

38¢ Per Rod

Made in 20, 30 and 40 Rod Rolls

20 Rods	30 Rods	40 Rods
\$7.60	\$11.40	\$15.20

7 Line Wires 26 Inches High

All wires and stays are extra heavy No. 9½ gauge. Stay wires 12 ins. apart (16 to the rod). All Double Galvanized Basic Open-Heath Wire.

We Pay Freight on 30 Rods or More

Brown Fence for Durability and Neatness

Gentlemen:—
We received the fence we ordered from you and are very much pleased with same. It has the appearance of durability and neatness. Besides, we saved 12 cents a rod in buying from you. You can refer anyone to us in regard to your fence and your honest treatment.

Thanking you for the promptness in handling our order, we are
CECIL & SWENSON,
Rt. No. 12.

R. F. D. No. 2,
Liberty, S. Car.

Dear Sirs:—I have just got my Hog Fence up today, and am well pleased with your wire. It is easy to put up, looks well and I like mine fine. I am sure you saved me one third in the price.

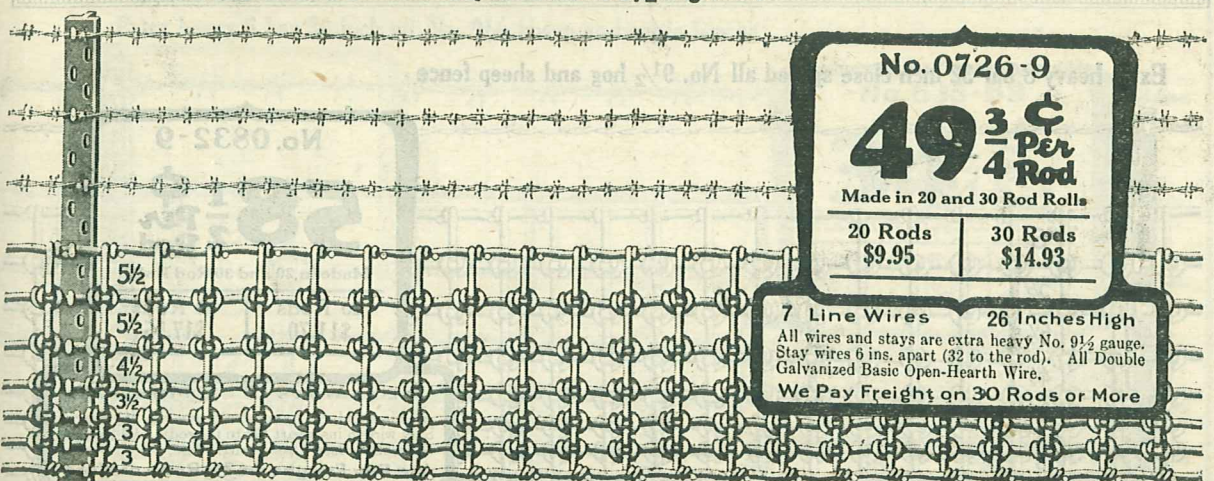
J. J. Summey, Jr.

Brown Fence

Always Tight and Trim



Extra heavy 7 bar 26 inch close spaced all No. 9½ hog fence



No. 0726-9

49³/₄¢ Per Rod

Made in 20 and 30 Rod Rolls

20 Rods	30 Rods
\$9.95	\$14.93

7 Line Wires 26 Inches High

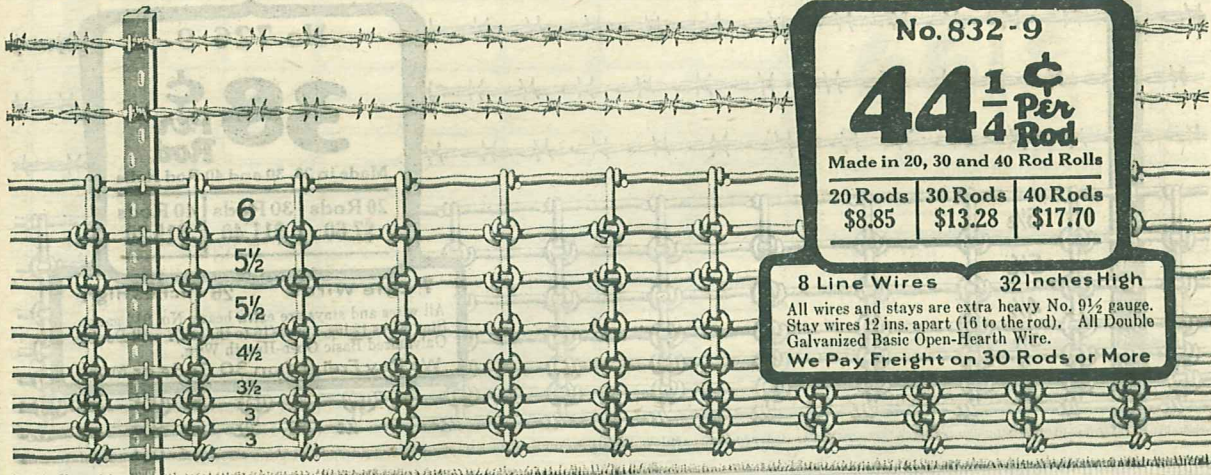
All wires and stays are extra heavy No. 9½ gauge. Stay wires 6 ins. apart (32 to the rod). All Double Galvanized Basic Open-Heath Wire.

We Pay Freight on 30 Rods or More

DIRECT FROM FACTORY

WE PAY THE FREIGHT

Extra heavy 8 bar 32 inch all No. 9½ hog and sheep fence



No. 832-9

44 ¹/₄ **¢**
Per Rod

Made in 20, 30 and 40 Rod Rolls

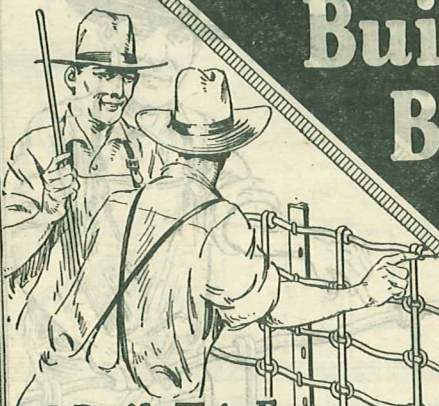
20 Rods	30 Rods	40 Rods
\$8.85	\$13.28	\$17.70

8 Line Wires 32 Inches High

All wires and stays are extra heavy No. 9½ gauge. Stay wires 12 ins. apart (16 to the rod). All Double Galvanized Basic Open-Hearth Wire.

We Pay Freight on 30 Rods or More

Build Brown Fence for Service



**I Built This Fence
18 Years Ago - Not a Rust Spot on it**

Brown Fence Stands the Test

The Brown Fence & Wire Co.

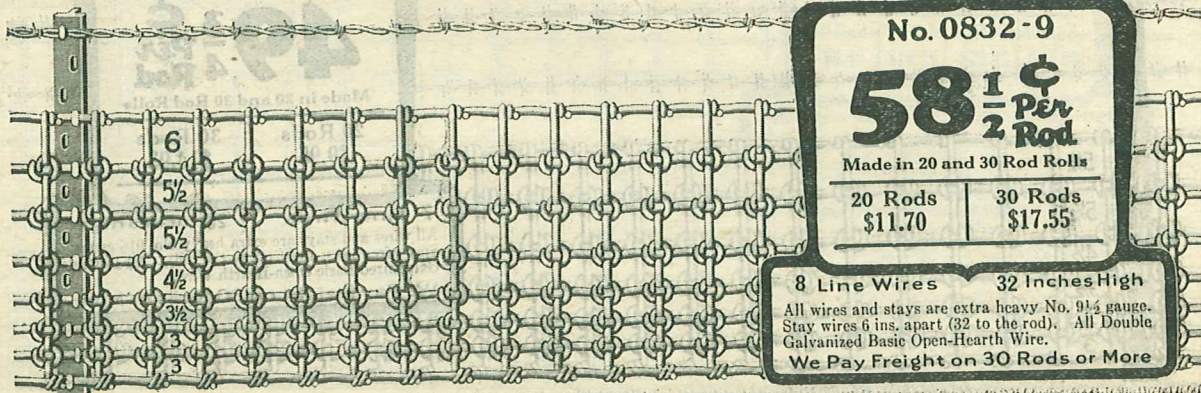
Okolona, Miss.

Gentlemen:—I ordered some fence several years ago from your firm and it is as good today as when I bought it, not a rusty place on it. The fence is on a piece of bottom land along a creek where high water flows half-way up the fence every spring and winter. I also used it along the front of my farm where the neighbors could see it. Other wire I used to finish out with is rusted to almost nothing. I burned off the grass along the fence every spring with the exception of two seasons and there is not a rust spot on the Brown fence as yet. This is the country to test out wire and yours certainly stands the test.

If I had a section of land to fence I would use nothing but Brown fence and steel posts.

W. H. Newbern.
R. R. No. 3.

Extra heavy 8 bar 32 inch close spaced all No. 9½ hog and sheep fence



No. 0832-9

58 ¹/₂ **¢**
Per Rod

Made in 20 and 30 Rod Rolls

20 Rods	30 Rods
\$11.70	\$17.55

8 Line Wires 32 Inches High

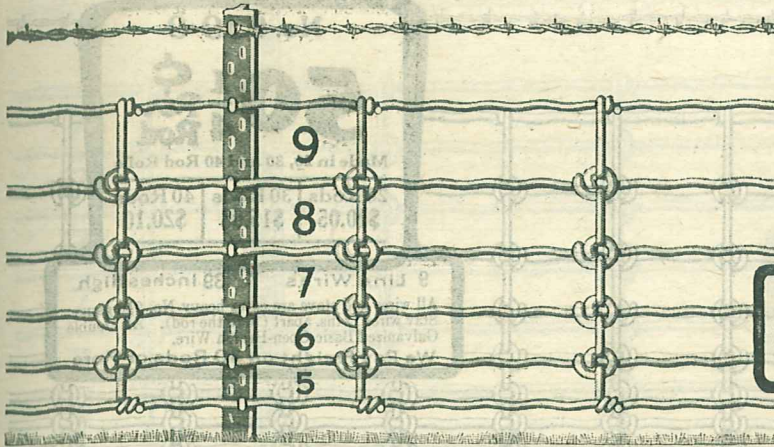
All wires and stays are extra heavy No. 9½ gauge. Stay wires 6 ins. apart (32 to the rod). All Double Galvanized Basic Open-Hearth Wire.

We Pay Freight on 30 Rods or More

DIRECT FROM FACTORY

WE PAY THE FREIGHT

Extra heavy 6 bar 36 inch all No. 9 1/2 cattle fence



No. 635-A9

28¢ Per Rod

Made in 20, 30 and 40 Rod Rolls

20 Rods	30 Rods	40 Rods
\$5.60	\$8.40	\$11.20

6 Line Wires 36 Inches High

All wires and stays are extra heavy No. 9 1/2 gauge. Stay wires spaced 7 to the rod. All Double Galvanized Basic Open-Hearth Wire.

We Pay Freight on 30 Rods or More

**After 18 Years Test Wants
Nothing But Brown Fence**

Sanford, N. Car.

Gentlemen:—

I received your check for 15c for testing your wire but I am sending it back as I don't need any more test. About 18 years ago I ordered 100 rods of hog fence from you and it is standing there all right yet, so I think I have fully tested it, I want no other but Brown Fence.

Route 1.

B. W. PETTY.

Bridgeton, N. J.

Gentlemen:—

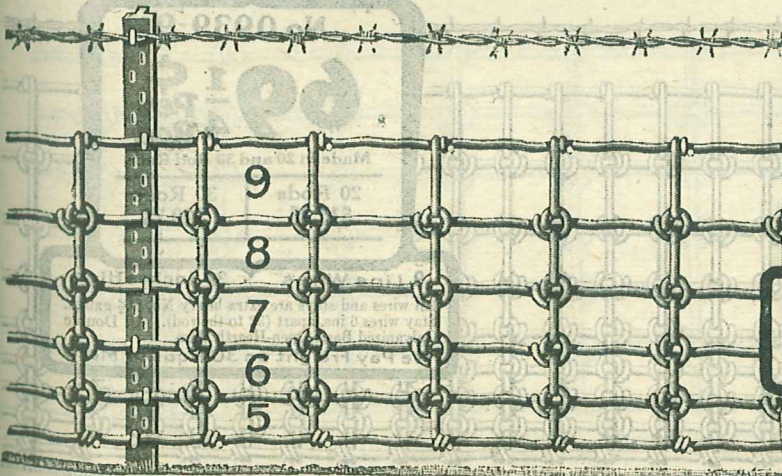
The fence I bought from you about twelve years ago is still good. I bought two other kinds which cost more money and they didn't last as long as your fence. Your galvanizing is fine.

WM. H. BLEW,
R. F. D. 4.

**Brown's
Galvanizing
Better—
Test It
Yourself**



Extra heavy 6 bar 36 inch all No. 9 1/2 sheep and cattle fence



No. 635-B9

34 1/4¢ Per Rod

Made in 20, 30 and 40 Rod Rolls

20 Rods	30 Rods	40 Rods
\$6.85	\$10.28	\$13.70

6 Line Wires 36 Inches High

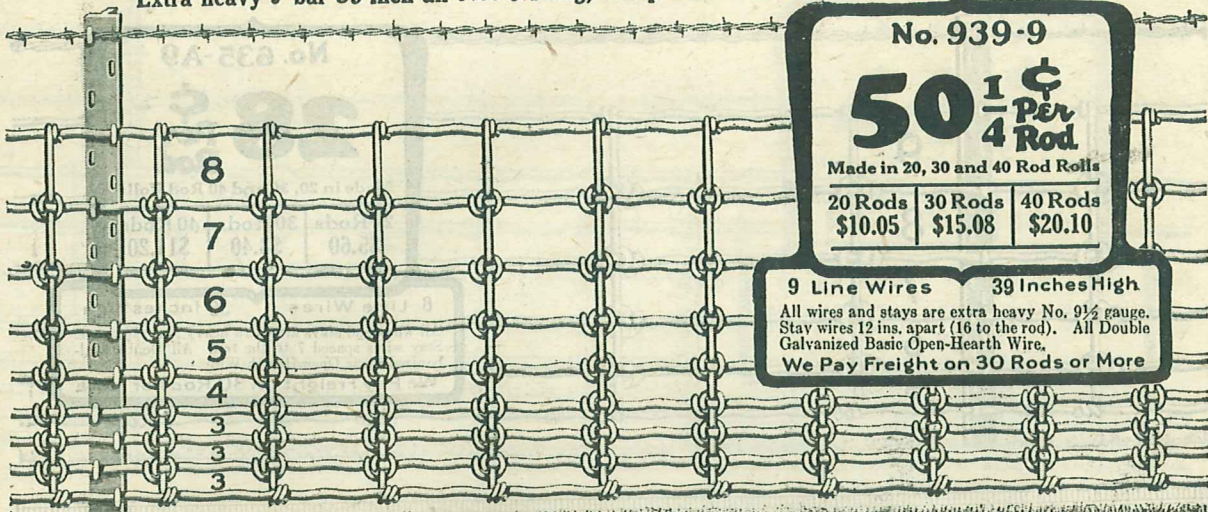
All wires and stays are extra heavy No. 9 1/2 gauge. Stay wires spaced 14 to the rod. All Double Galvanized Basic Open-Hearth Wire.

We Pay Freight on 30 Rods or More

DIRECT FROM FACTORY

WE PAY THE FREIGHT

Extra heavy 9 bar 39 inch all No. 9½ hog, sheep and cattle fence



No. 939-9

50 1/4 [¢]
Per Rod

Made in 20, 30 and 40 Rod Rolls

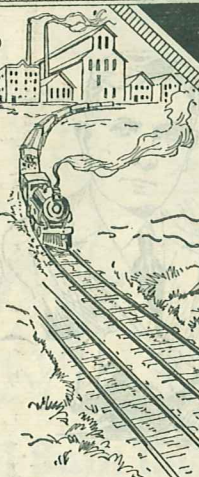
20 Rods	30 Rods	40 Rods
\$10.05	\$15.08	\$20.10

9 Line Wires 39 Inches High

All wires and stays are extra heavy No. 9½ gauge. Stay wires 12 ins. apart (16 to the rod). All Double Galvanized Basic Open-Hearth Wire.

We Pay Freight on 30 Rods or More

Brown Saves You all Middlemen's Profits



Direct From Factory to Farm

You Saved Me \$50.00

Monroe, La.

The Brown Fence & Wire Co.
Dear Sir:—Just received my last shipment of fence and it is the talk of the neighborhood. I know you saved me \$50.00. I have lent my catalog to a neighbor who wishes to fence 20 or 25 acres, also another wanted to borrow it, so you see how proud I am of my fence. It is better than I expected.

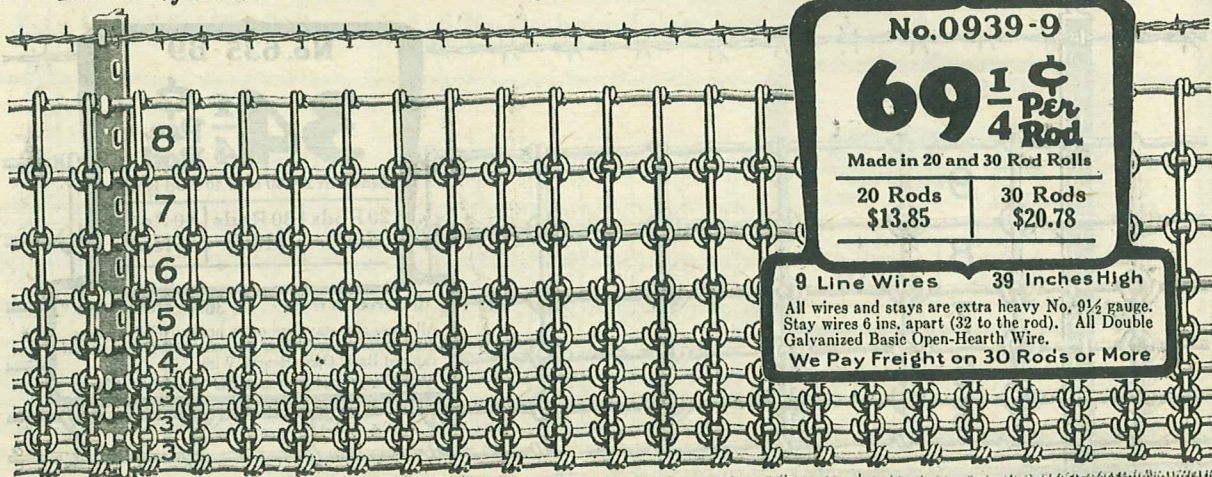
J. N. WALKER.
Motor Rt. A.

Eastport, Maryland.

The Brown Fence & Wire Co.
Gentlemen:—I received my fence, also posts and gate and do want to thank you. Am surely pleased, as you saved me quite a bit. I couldn't have gotten as good a fence here for twice the price I paid. Always Brown's in the future.

J. J. CARROLL.

Extra heavy 9 bar 39 inch all No. 9½ close spaced hog, sheep and cattle fence



No. 0939-9

69 1/4 [¢]
Per Rod

Made in 20 and 30 Rod Rolls

20 Rods	30 Rods
\$13.85	\$20.78

9 Line Wires 39 Inches High

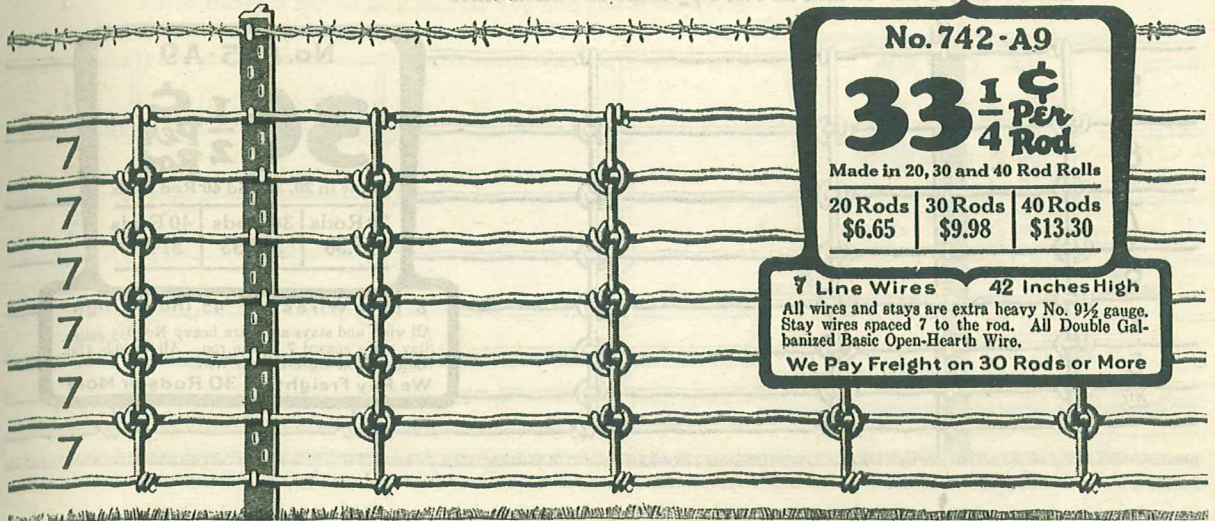
All wires and stays are extra heavy No. 9½ gauge. Stay wires 6 ins. apart (32 to the rod). All Double Galvanized Basic Open-Hearth Wire.

We Pay Freight on 30 Rods or More

DIRECT FROM FACTORY

WE PAY THE FREIGHT

Extra heavy 7 bar 42 inch all No. 9½ cattle fence for large enclosures



No. 742-A9

33 1/4 [¢]
Per Rod

Made in 20, 30 and 40 Rod Rolls

20 Rods	30 Rods	40 Rods
\$6.65	\$9.98	\$13.30

7 Line Wires 42 Inches High

All wires and stays are extra heavy No. 9½ gauge. Stay wires spaced 7 to the rod. All Double Galvanized Basic Open-Hearth Wire.

We Pay Freight on 30 Rods or More

In Excellent Shape After 15 Years

Waco, Ky.

Gentlemen:—
I bought 100 rods of fencing from you 15 years ago and it is standing today like a stone wall. The fence has not rusted and is in excellent shape. I expect to send you another order soon.

J. B. ADAMS.

678 Cabot St.,
Beverly, Mass.

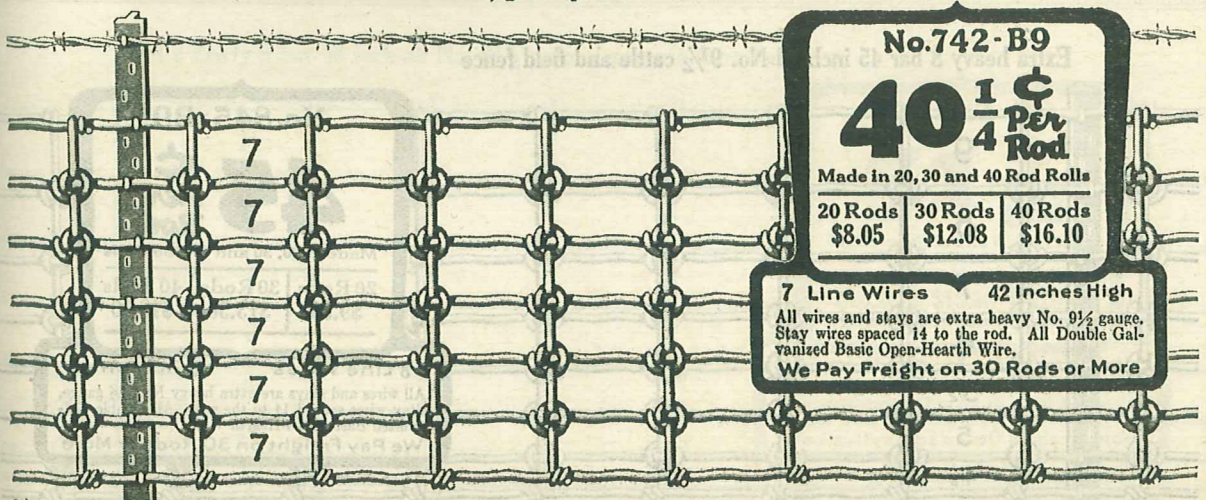
Gentlemen:—
It may be interesting to you to know that I bought and erected a fence of yours just 13 years and 14 days ago. It is standing good and strong today. I set up this fence in Stoneham, Mass., and now I want one for my property here in Beverly.

H. C. HAY.

Brown's
Coiled Spring
Steel
Strand Wires
Never Sag



Extra heavy 7 bar 42 inch all No. 9½ sheep and cattle fence



No. 742-B9

40 1/4 [¢]
Per Rod

Made in 20, 30 and 40 Rod Rolls

20 Rods	30 Rods	40 Rods
\$8.05	\$12.08	\$16.10

7 Line Wires 42 Inches High

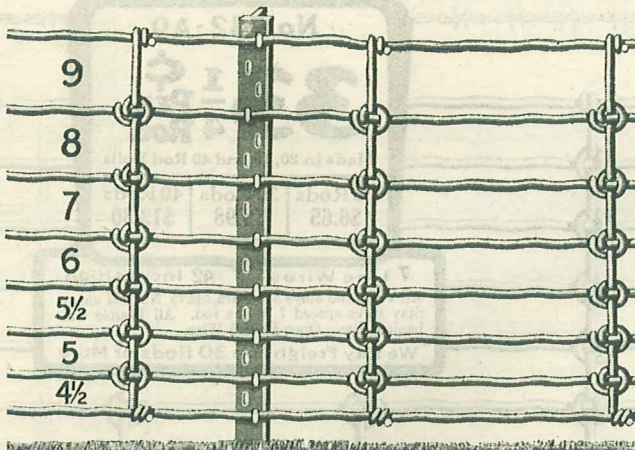
All wires and stays are extra heavy No. 9½ gauge. Stay wires spaced 14 to the rod. All Double Galvanized Basic Open-Hearth Wire.

We Pay Freight on 30 Rods or More

DIRECT FROM FACTORY

WE PAY THE FREIGHT

Extra Heavy 8 bar 45 inch all No. 9½ cattle and stock fence



No. 845-A9

36 $\frac{1}{2}$ ¢
Per Rod

Made in 20, 30 and 40 Rod Rolls

20 Rods	30 Rods	40 Rods
\$7.30	\$10.95	\$14.60

8 Line Wires 45 Inches High

All wires and stays are extra heavy No. 9½ gauge. Stay wires spaced 7 to the rod. All Double Galvanized Basic Open-Hearth Wire.

We Pay Freight on 30 Rods or More

**You Take
No Risk-
Everything
Guaran-
teed**

My Personal
Guarantee



Don't Need to Make Test

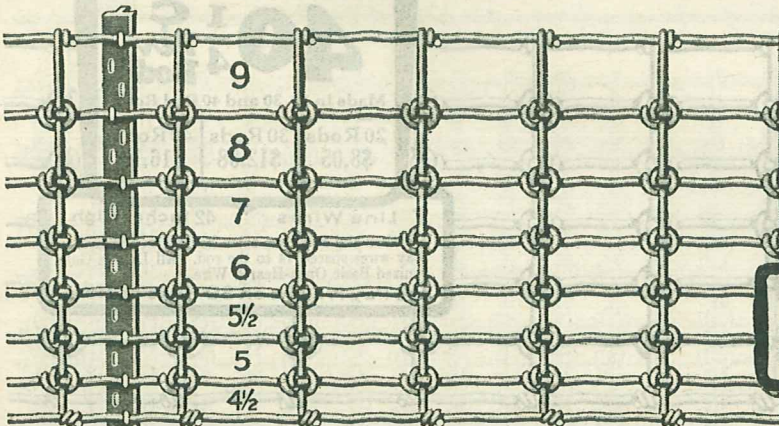
Louisburg, N. Car.

The Brown Fence & Wire Co.

Dear Sirs:—Your latest catalog received for which accept my sincere thanks. The sample sent for test also came, but I shall make no test for myself as I have some of Jim Brown's Fencing that has stood the test of fifteen years and will last as long as I live. I shall, however, give it to my neighbors and tell them to test it if they wish and also show them the catalogue, which is full of interest to me and should be to everyone. Tell Jim Brown his honest fencing and conduct has raised him in the estimation of all good men, especially the farmers.

J. J. ALLEN.

Extra heavy 8 bar 45 inch all No. 9½ cattle and field fence



No. 845-B9

45 ¢
Per Rod

Made in 20, 30 and 40 Rod Rolls

20 Rods	30 Rods	40 Rods
\$9.00	\$13.50	\$18.00

8 Line Wires 45 Inches High

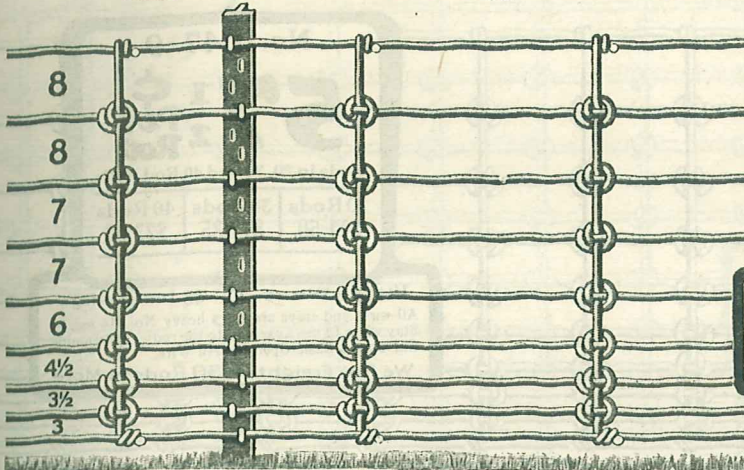
All wires and stays are extra heavy No. 9½ gauge. Stay wires spaced 14 to the rod. All Double Galvanized Basic Open-Hearth Wire.

We Pay Freight on 30 Rods or More

DIRECT FROM FACTORY

WE PAY THE FREIGHT

Extra heavy 9 bar 48 inch all No. 9½ line and stock fence



No. 947-A9

41 ¹/₄ **¢**
Per Rod

Made in 20, 30 and 40 Rod Rolls

20 Rods	30 Rods	40 Rods
\$8.25	\$12.38	\$16.50

9 Line Wires 48 Inches High

All wires and stays are extra heavy No. 9½ gauge. Stay wires spaced 7 to the rod. All Double Galvanized Basic Open-Hearth Wire.
We Pay Freight on 30 Rods or More

A Booster for Brown

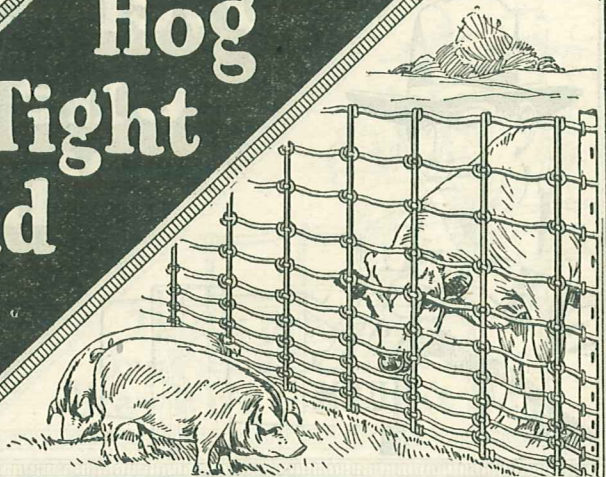
The Brown Fence & Wire Co. Whittier, Calif.

Gentlemen:—I received my order of fence and posts. I am a "trade at home" farmer, but since we can't buy any such fence as yours AT ANY PRICE out here, I am glad to send my money to you "back East."

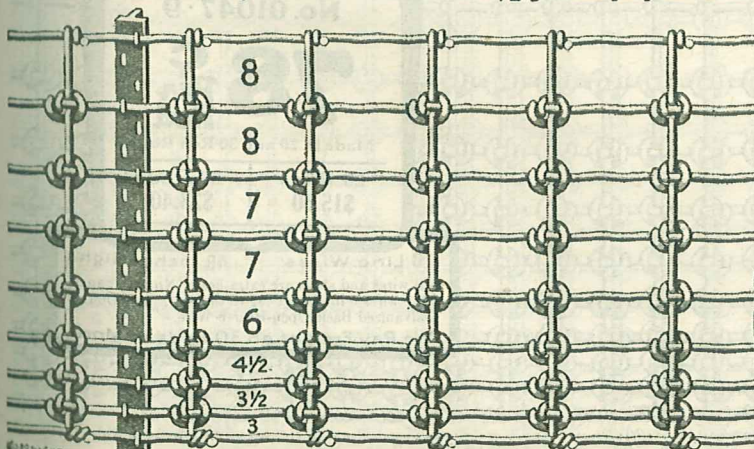
After the rush season I'm going to send you an order for fence to go around my entire place and will tear down my wooden hog enclosures and replace them with Brown's ALL NO. 9½. I don't believe there is any fence in the world that can compare with it at any price.

I'm going to do all that I can to make Brown Fence popular here—not particularly to boost your product, but because it will help the appearances of our community farms to have such fence in evidence.
W. V. Mong.

**Hog
Tight
and
Bull
Strong**



Extra heavy 9 bar 48 inch all No. 9½ general purpose farm fence



No. 947-B9

51 [¢]
Per Rod

Made in 20, 30 and 40 Rod Rolls

20 Rods	30 Rods	40 Rods
\$10.20	\$15.30	\$20.40

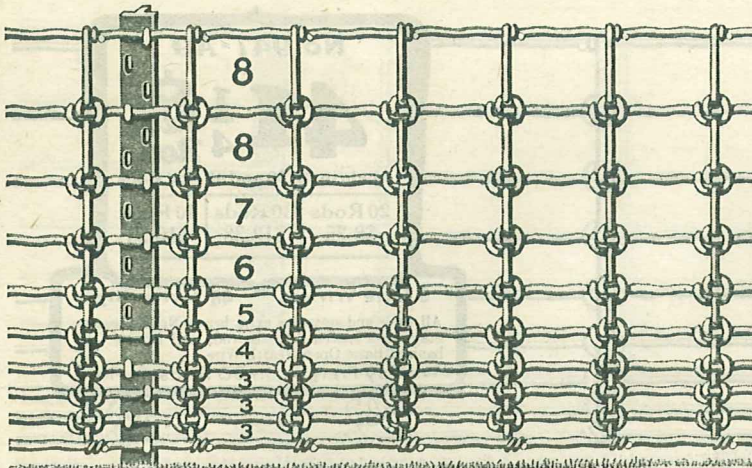
9 Line Wires 48 Inches High

All wires and stays are extra heavy No. 9½ gauge. Stay wires spaced 14 to the rod. All Double Galvanized Basic Open-Hearth Wire.
We Pay Freight on 30 Rods or More

DIRECT FROM FACTORY

WE PAY THE FREIGHT

Extra heavy 10 bar 48 inch all No. 9½ general purpose farm fence



No. 1047-9
57 1/2 ¢
Per Rod
 Made in 20, 30 and 40 Rod Rolls

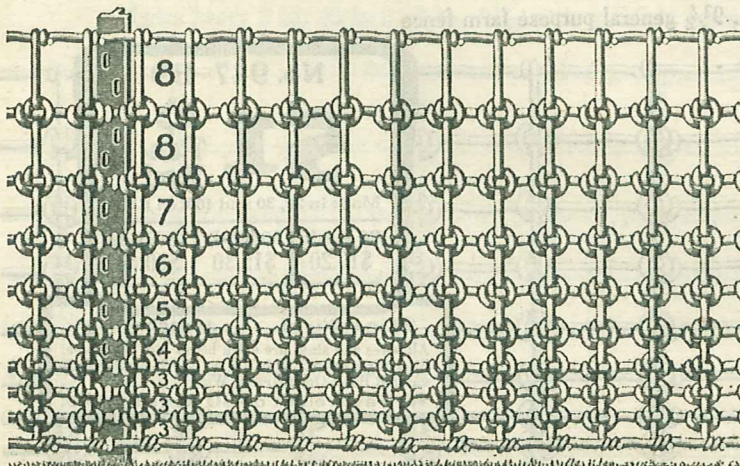
20 Rods	30 Rods	40 Rods
\$11.50	\$17.25	\$23.00

10 Line Wires 48 Inches High
 All wires and stays are extra heavy No. 9½ gauge. Stay wires 12 ins. apart (16 to the rod). All Double Galvanized Basic Open-Hearth Wire.
We Pay Freight on 30 Rods or More

Over One Million Satisfied Customers

Fence More Than Satisfactory
The Brown Fence & Wire Co. Lynch, Nebr.
 Gentlemen:—I am sending you an order for more wire. The large order I received last year was more than satisfactory. I can and do recommend your wire and your honest dealings to my neighbors. Your wire is also much cheaper than it can be purchased here.
HAROLD F. BARNETT.
 Philadelphia, Penn.
The Brown Fence & Wire Co.
 Gentlemen:—The fence and gates I purchased from you in 1918 are just as good as when we put them up, therefore, we are in a position to know that Brown Fence is not only the cheapest, but the best on the market. Wishing you success,
 I am,
C. C. ZUG.

Extra heavy 10 bar 48 inch close spaced all No. 9½ general purpose fence



No. 01047-9
78 ¢
Per Rod
 Made in 20 and 30 Rod Rolls

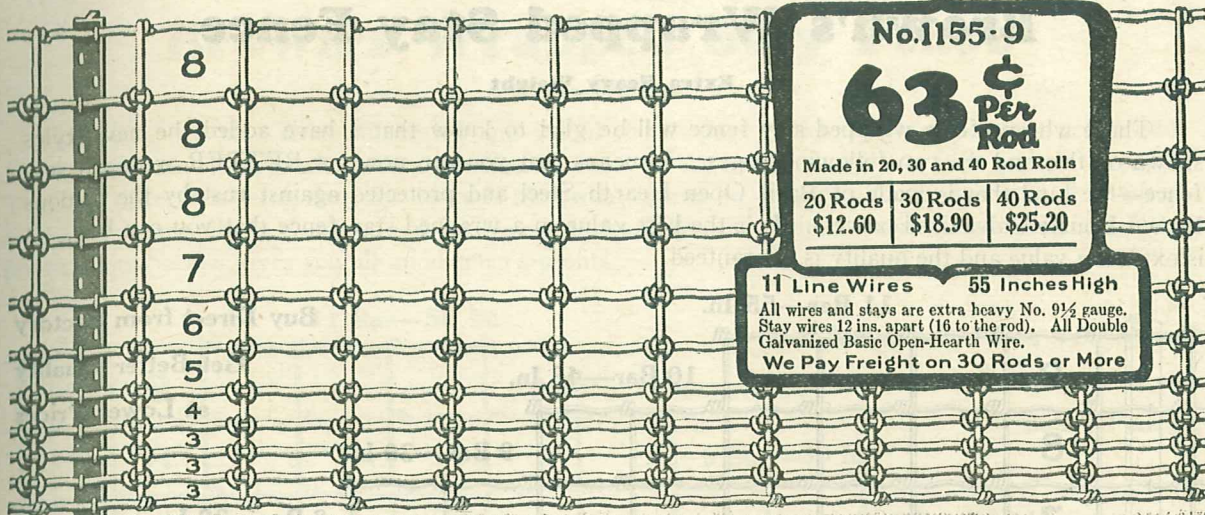
20 Rods	30 Rods
\$15.60	\$23.40

10 Line Wires 48 Inches High
 All wires and stays are extra heavy No. 9½ gauge. Stay wires 6 ins. apart (32 to the rod). All Double Galvanized Basic Open-Hearth Wire.
We Pay Freight on 30 Rods or More

DIRECT FROM FACTORY

WE PAY THE FREIGHT

Extra heavy 11 bar 55 inch all No. 9½ general purpose farm fence



No.1155-9

63¢ Per Rod

Made in 20, 30 and 40 Rod Rolls

20 Rods	30 Rods	40 Rods
\$12.60	\$18.90	\$25.20

11 Line Wires 55 Inches High

All wires and stays are extra heavy No. 9½ gauge. Stay wires 12 ins. apart (16 to the rod). All Double Galvanized Basic Open-Hearth Wire.

We Pay Freight on 30 Rods or More

Saved Enough to Buy Posts

The Brown Fence & Wire Co.

Waldron, Kansas.

Gentlemen:—I received my fence and surely think it is fine. I saved 18c per rod or enough to buy my posts.

Another thing I like about your fence is, the stiff stay wires are so strong that you don't need to use as many posts as you do with other kinds of fence. Everything came through in fine shape, with all charges prepaid.

GEO. H. CHASEY.

Brown's
Stiff

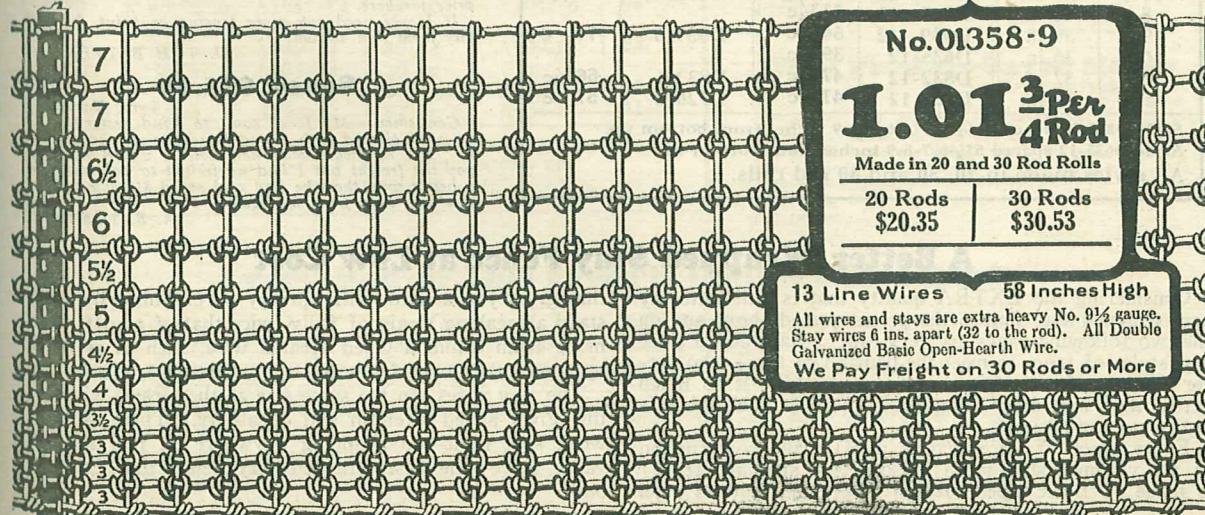
Stay-wires
Save

Posts

This is Brown's
One Piece Stiff
Stay Wire — It Can't Sag



Extra heavy 13 bar 58 inch close spaced all No. 9½ general purpose fence



No.01358-9

1.01 ³/₄ Per Rod

Made in 20 and 30 Rod Rolls

20 Rods	30 Rods
\$20.35	\$30.53

13 Line Wires 58 Inches High

All wires and stays are extra heavy No. 9½ gauge. Stay wires 6 ins. apart (32 to the rod). All Double Galvanized Basic Open-Hearth Wire.

We Pay Freight on 30 Rods or More

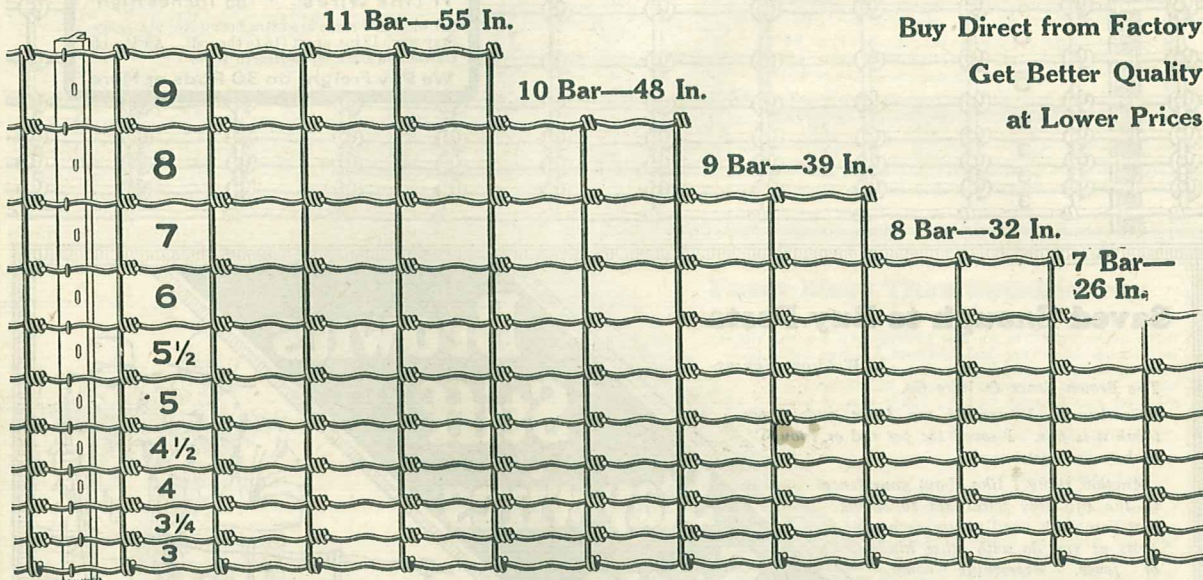
DIRECT FROM FACTORY

WE PAY THE FREIGHT

Brown's Wrapped Stay Fence

Extra Heavy Weight

Those who prefer a wrapped stay fence will be glad to know that I have added the new styles shown on this and the two following pages. It means that you can now get BETTER wrapped stay fence—the kind that is made of Basic Open Hearth Steel and protected against rust by the famous Brown Double Galvanized process. It is the best value in a wrapped stay fence that you can buy. It is extra big value and the quality is guaranteed.



Buy Direct from Factory

**Get Better Quality
at Lower Prices**

Prices That Save You Money

Direct From Factory

Number of Line Wires	Height	STYLE NO. Stay Wires 12 in. apart	PRICE Per Rod	STYLE NO. Stay Wires 6 in. apart	PRICE Per Rod
11	55 in.	D1155-12	69 1/2 c	D1155-6	99 1/2 c
10	48 in.	D1047-12	61 3/4 c	D1047-6	87 3/4 c
8	45 in.	D845-12	51 3/4 c		
9	39 in.	D939-12	54 1/2 c	D939-6	77 c
6	36 in.	D635-12	39 1/4 c		
8	32 in.	D832-12	47 1/2 c	D832-6	66 3/4 c
7	26 in.	D726-12	41 c	D726-6	57 c

Style D845-12 spaced 4 1/2-5-5 1/2-6-7-8-9 inches from bottom up.
Style D635-12 spaced 5 1/2-6-7-8-9 inches from bottom up.
All styles made in 20, 30 and 40 rod rolls.

Extra Heavy Specifications
Top Wire No. 9 Intermediate Wires No. 9
Bottom Wire No. 9 Stay Wires No. 9
Freight Paid On 30 Rods Or More

Saved \$27.50

Wendell, N. Car.
Dear Sir:—I have received the order of fence and I sure was surprised to see what I saved on it. I saved \$27.50 on the order, and I know that the fence is equal to that I would have had to pay double the price for here.
If I ever need any more fencing or paint, I shall buy from Jim Brown.

J. TOM BATTEN.

Saved \$15.00

Tyro, Kansas.
Gentlemen:—My fence came to hand yesterday; I am well pleased with it and there was no charges on it. The hardware man here said I would have to pay the freight but I had no freight to pay and got a better wire than he had and saved \$15.00 on it so you may hear from me again.

A. B. TOMER.

A Better Wrapped Stay Fence at Low Cost

Considering the EXTRA quality that is built into my new wrapped stay fences, the prices quoted above and on the two following pages are very low. I have added these new styles of fence to meet the demand of those who prefer a wrapped stay fence and I am making it so much better than any other wrapped stay fence that there is really no comparison.

Every piece of wire that is used in the construction of my wrapped stay fence (also in my standard fence) is made of Basic Open Hearth Steel—the kind of steel

that gives you a hard, stiff, springy wire. This wire will stand a breaking strain of fully twice that of a soft wire made from common Open Hearth wire, such as is used by some other manufacturers of wrapped stay fence.

The stay wires are the same size as the strand wires—this gives added strength and durability. There isn't a weak spot in it—no skimping anywhere; a real honest value fence—the best wrapped stay fence that can be built.

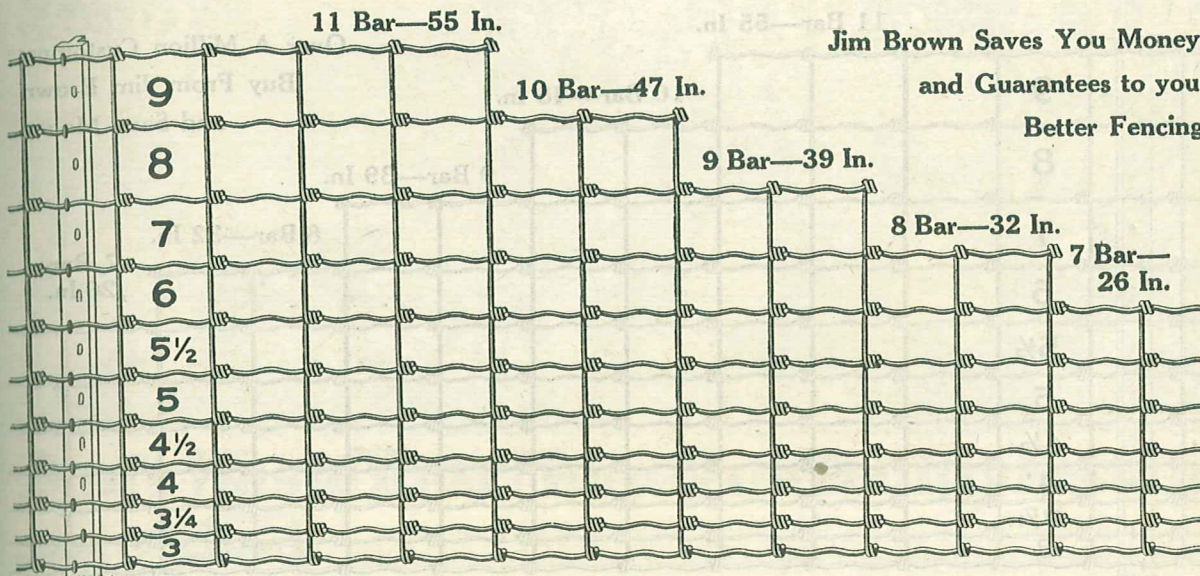
DIRECT FROM FACTORY

WE PAY THE FREIGHT

Brown's Wrapped Stay Fence

Heavy Weight

The wrapped stay fence illustrated and priced on this page is exactly the same construction and made of the same high grade Basic Open Hearth Steel as the fence shown on the preceding page. The only difference being that this fence is somewhat lighter in weight. The strand and stay wires on this fence are all No. 11 wires and are Double Galvanized. My Direct-From-Factory Freight Paid prices quoted below saves you all middlemen's profits.



**Jim Brown Saves You Money
and Guarantees to you
Better Fencing**

My Direct-From-Factory Prices

Give You Best Value

Number of Line Wires	Height	STYLE NO. Stay Wires 12 in. apart	PRICE Per Rod	STYLE NO. Stay Wires 6 in. apart	PRICE Per Rod
11	55 in.	A1155-12	50 1/2 c	A1155-6	70 1/4 c
10	48 in.	A1047-12	45 c	A1047-6	62 c
8	45 in.	A845-12	38 1/2 c		
9	39 in.	A939-12	40 1/4 c	A939-6	55 c
6	36 in.	A635-12	30 c		
8	32 in.	A832-12	35 1/2 c	A832-6	48 c
7	26 in.	A726-12	31 c	A726-6	41 1/4 c

Style A845-12 spaced 4 1/2-5-5 1/2-6-7-8-9 inches from bottom up.

Style A635-12 spaced 5 1/2-6-7-8-9 inches from bottom up.

All styles made in 20, 30 and 40 rod rolls.

Heavy Specifications
Top Wire No. 9 Intermediate Wires No. 11
Bottom Wire No. 9 Stay Wires No. 11
Freight Paid On 30 Rods Or More

Proud of His Fencing

Ft. Recovery, Ohio.

R. R. No. 2.

Gentlemen:—I received fence all O. K. and it surely looks fine, my farmer friends all admire it. I saved about 24c on the rod by ordering from you. I think you will get many more orders from this vicinity now.

CLARENCE SLIFE.

Well Pleased—Saved Money

Centerville, Tenn.

R. R. 2, Box 50.

Dear Sirs:—I received my shipment of wire and I am glad to say that I am well pleased. I saved about \$14.30 on my \$21.00 order, so you see why I am pleased. I have told my friends and I think they will order from the Brown Fence & Wire Co., from now on. I will send you all of my orders in the future.

GUS L. LAWSON.

Every Rod of This Fence is Double Galvanized

My wrapped stay fence is all Double Galvanized, just the same as my standard fences. This process puts on about twice the amount of zinc coating that is used on fencing galvanized by the ordinary galvanizing process—that's why this fence will resist rust and last two to three times as long.

The best coating for protecting wire and which keeps it from rusting is an Extra HEAVY coat of Galvanizing. I've learned from my 37 years of experience in manufacturing fence. That's why, when I decided to

make a wrapped stay fence I DOUBLE Galvanized it so that it will give my customers the same long years of service as my standard fence.

Why waste your money on ordinary wrapped stay fences that are only covered with a thin, skimpy coat of galvanizing when you can buy Brown's fencing just as cheap or cheaper and know positively, that you are getting a fence that will stand the test of years of actual service on your farm?

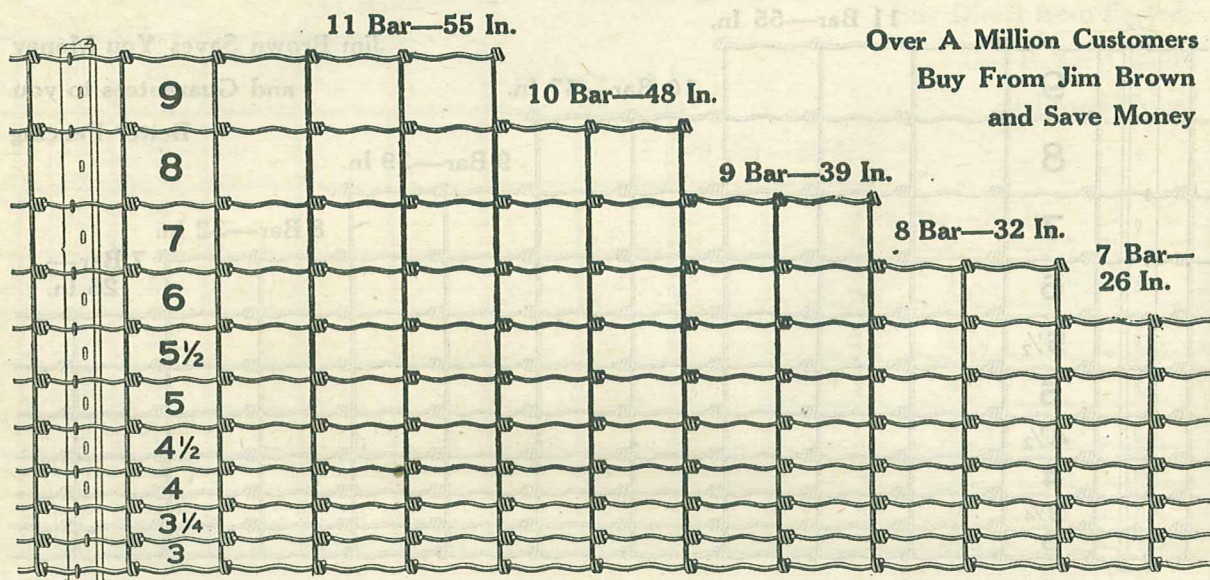
DIRECT FROM FACTORY

WE PAY THE FREIGHT

Brown's Wrappped Stay Fence

Standard Weight

To supply a demand for a strictly high quality wrapped stay fence at a low cost, we have added to our line the fences shown on this page. They are a little lighter than the fences shown on the two preceding pages (the strand and stay wires are all No. 12½ wire) and for the price we ask you cannot get a fence anywhere that will give you such good service for the money spent. Remember these fences are sold to you with the same strong guarantee of quality and satisfaction as all our other fences are because the same high quality basic open hearth double galvanized wire is used throughout.



Over A Million Customers

Buy From Jim Brown
and Save Money

See My Low Freight-Paid Prices

Highest Quality Guaranteed

Number of Line Wires	Height	STYLE NO. Stay Wires 12 in. apart	PRICE Per Rod	STYLE NO. Stay wires 6 in. apart	PRICE Per Rod
11	55 in.	C1155-12	40 c	C1155-6	53 c
10	48 in.	C1047-12	35½c	C1047-6	47 c
8	45 in.	C845-12	30½c		
9	39 in.	C939-12	31¾c	C939-6	41¾c
6	36 in.	C635-12	24¼c		
8	32 in.	C832-12	28½c	C832-6	36½c
7	26 in.	C726-12	25 c	C726-6	31¾c

Style C845-12 spaced 4½-5-5½-6-7-8-9 inches from bottom up.

Style C635-12 spaced 5½-6-7-8-9 inches from bottom up.

All styles made in 20, 30 and 40 rod rolls.

Standard Specifications

Top Wire No. 10 Intermediate Wires No. 12½
Bottom Wire No. 10 Stay Wires No. 12½

Freight Paid On 30 Rods Or More

Saved 35c A Rod

Harrison, Mich.

Star Route.

Gentlemen:—We received the 80 rods of wire fencing and we are well pleased with it for the price as it would cost us 35c more a rod here in Harrison.
RICHARD BUNESS.

Saved 10c A Rod

Winchester, Tenn.

Gentlemen:—I received my shipment of 260 rods of wire in good condition, and I am well pleased with it. I am convinced that I saved at least 10c a rod or about \$22.00 on the order, and the freight prepaid would make my saving considerably more.
OVIE STEWART.

My Direct-From-Factory Prices Save You Big Money

When you send your orders to Brown you BUY DIRECT from factory to farm instead of paying half a dozen middlemen's profits, which add no value—nothing but extra expense. You pay just ONE small profit and SAVE THE REST. My low Freight Paid Prices prove it and you know yourself that whenever anything is sold direct from factory to user it can be sold for a great deal less than it can be if 5 or 6 "IN-BETWEEN" men have to add their profit to the manufac-

turer's cost. That's why my prices enable you to keep a good many dollars in your pocket.

Selling direct from our factories not only enables us to sell at lower prices, but also to put *more quality* into our Fencing, Gates, Steel Posts, Barb Wire, Metal and Ready Roofing and Paints. It enables us to give you QUALITY that can be backed up with Brown's GUARANTEE—a guarantee that insures you BETTER QUALITY and lower prices.

DIRECT FROM FACTORY

7 LESS MONEY

Read This Letter

Gentlemen:—
I received my poultry
fence in good order and
have it up. It sure looks
good and I am well
pleased. I couldn't have
got as good fence here
for twice the price I paid.
When I get ready for
more fence, Brown will
get my order. I am a
Booster for Brown Fence.
Roy Hunter,
Hoopeston, Illinois.

Made of Basic Open Hearth Steel Wire and DOUBLE GALVANIZED just like our field fence, it will last for years and won't rust or rot out in a year or two like the ordinary cheap, flimsy poultry netting, commonly sold today as poultry fence. The close spaced line wires and the stiff, rigid one-piece stay wires not only makes Brown's Poultry fence stronger and stiffer, but it also saves you money on posts because fewer posts are required.

Brown's Poultry fence is a *real* poultry fence—not a make-shift. Our plan of selling Direct From Factory enables you to buy Brown's better, long life poultry fence for less than you ordinarily pay for poultry netting. Regardless of how cheap you can buy other so-called poultry fence, you'll find Brown's will cost you a great deal less in the long run because of the many years of service and satisfaction it will give you.

A large roll of wire mesh is shown, partially unrolled. The mesh consists of horizontal and vertical wires forming a grid pattern. On the left side, there are several small circular fasteners or clips holding the mesh in place.

No. 02048-18

29¢ Per Rod

Made in 10, 20 and 30 Rod Rolls

10 Rods	20 Rods	30 Rods
\$2.90	\$5.80	\$8.70

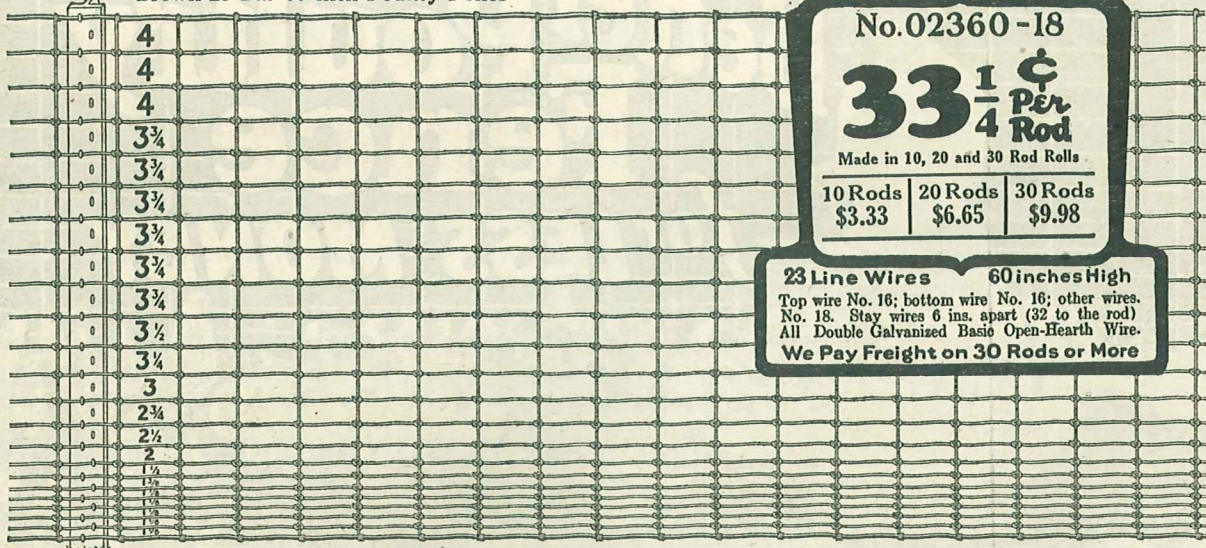
20 Line Wires 48 inches High

Top wire No. 16; bottom wire No. 16; other wires, No. 18. Stay wires 6 ins. apart (32 to the rod). All Double Galvanized Basic Open-Hearth Wire

We Pay Freight on 30 Rods or More

WE PAY THE FREIGHT

Brown 23 Bar 60 inch Poultry Fence



No.02360 -18

33 1/4 [¢]
Per Rod

Made in 10, 20 and 30 Rod Rolls

10 Rods	20 Rods	30 Rods
\$3.33	\$6.65	\$9.98

23 Line Wires 60 inches High

Top wire No. 16; bottom wire No. 16; other wires No. 18. Stay wires 6 ins. apart (32 to the rod) All Double Galvanized Basic Open-Hearth Wire. **We Pay Freight on 30 Rods or More**

Buy From
Brown-
SAVE
Big
MONEY

Better Than He Expected

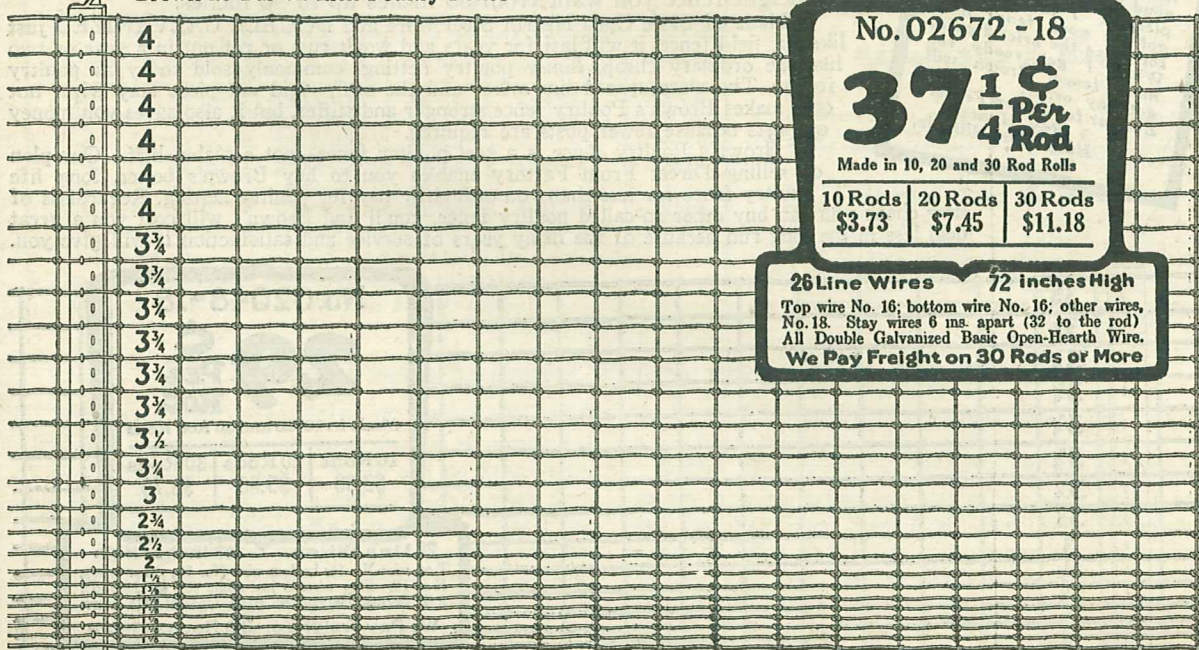
Starkville, Miss.
Gentlemen:—I have received the two rolls of fence that I ordered and it's the best wire that I have ever bought at the price. It could not be beat and it is better than I expected by a whole lot. It suits me and I thank you, and will favor you in any way that I can.

R. WARREN.

Norway, S. Car.
Dear Sir:—Received shipment and everything O. K. Am well pleased with the fence, and on the small order of \$17.78 made a saving of \$4.75 on the price asked by the local merchant. I will do all I can to boost your goods.

GEORGE N. JOHNSON.

Brown 26 Bar 72 inch Poultry Fence



No.02672 -18

37 1/4 [¢]
Per Rod

Made in 10, 20 and 30 Rod Rolls

10 Rods	20 Rods	30 Rods
\$3.73	\$7.45	\$11.18

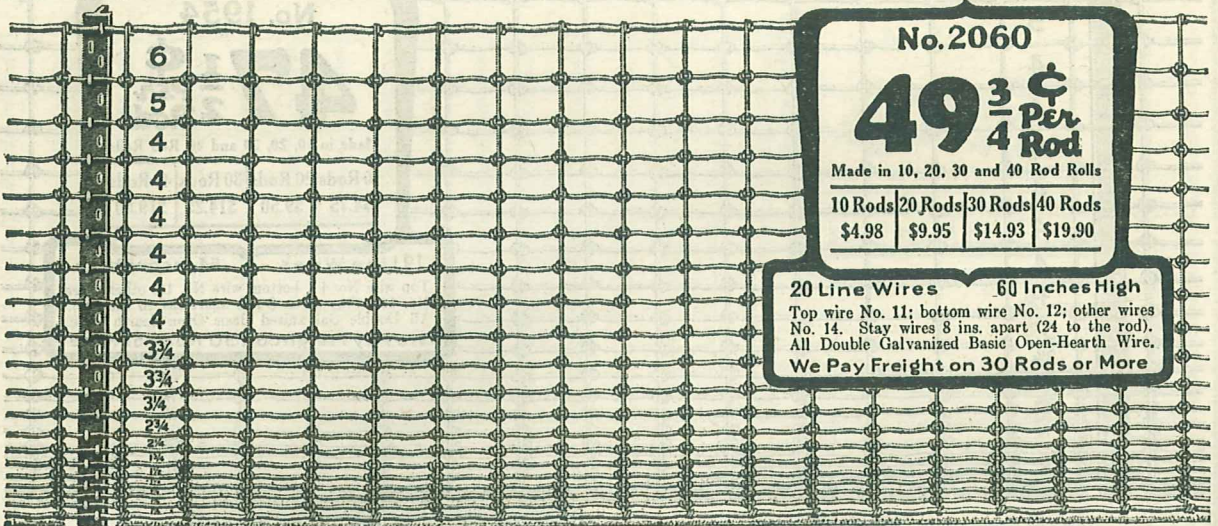
26 Line Wires 72 inches High

Top wire No. 16; bottom wire No. 16; other wires No. 18. Stay wires 6 ins. apart (32 to the rod) All Double Galvanized Basic Open-Hearth Wire. **We Pay Freight on 30 Rods or More**

DIRECT FROM FACTORY

WE PAY THE FREIGHT

Brown 20 bar 60 inch poultry fence



No. 2060

49 $\frac{3}{4}$ ¢
Per Rod

Made in 10, 20, 30 and 40 Rod Rolls

10 Rods	20 Rods	30 Rods	40 Rods
\$4.98	\$9.95	\$14.93	\$19.90

20 Line Wires 60 Inches High

Top wire No. 11; bottom wire No. 12; other wires No. 14. Stay wires 8 ins. apart (24 to the rod). All Double Galvanized Basic Open-Hearth Wire. We Pay Freight on 30 Rods or More

**Over
One
Million
Satisfied
Customers**

Everything Perfectly Satisfactory

Okeana, Ohio.

Gentlemen:—

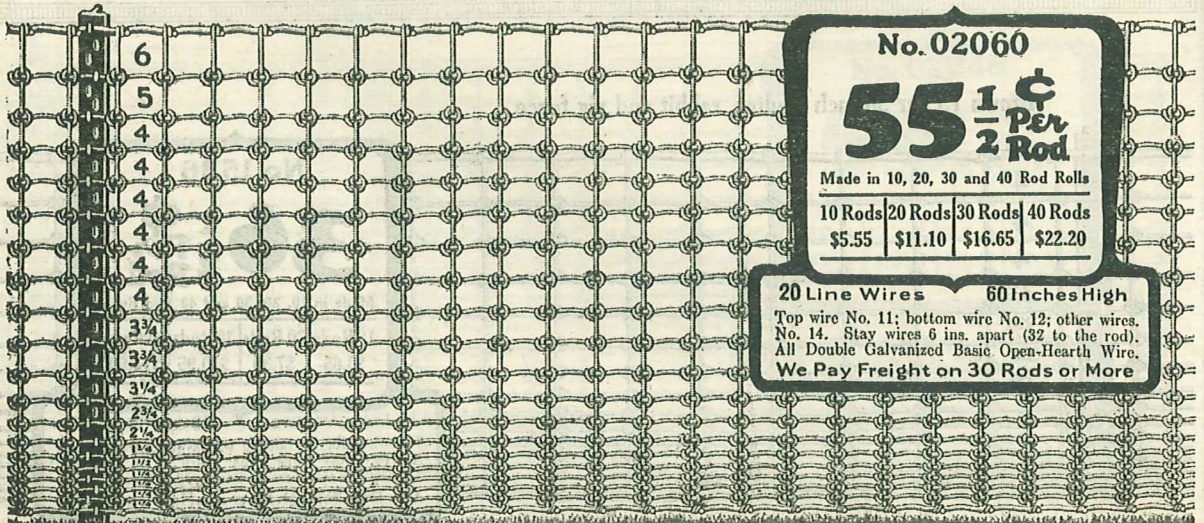
I have received everything that I ordered from you and everything was in good condition and perfectly satisfactory. I am much pleased with the fencing of all kinds and I sure thank you for being so prompt in delivering it to me. I have a good deal more fencing to be done yet and I think you will sure get the order.

Thank you again for your kindness and promptness.

Wm. Yanger.



Brown 20 bar 60 inch close spaced poultry and rabbit fence



No. 02060

55 $\frac{1}{2}$ ¢
Per Rod

Made in 10, 20, 30 and 40 Rod Rolls

10 Rods	20 Rods	30 Rods	40 Rods
\$5.55	\$11.10	\$16.65	\$22.20

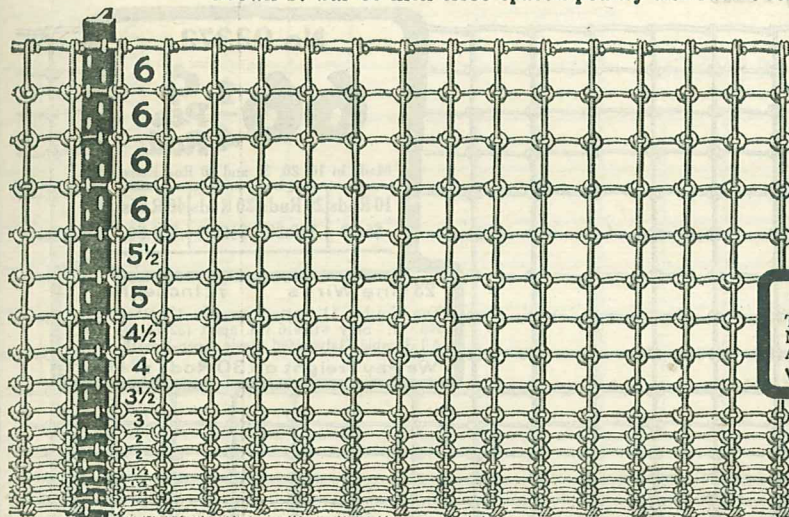
20 Line Wires 60 Inches High

Top wire No. 11; bottom wire No. 12; other wires No. 14. Stay wires 6 ins. apart (32 to the rod). All Double Galvanized Basic Open-Hearth Wire. We Pay Freight on 30 Rods or More

DIRECT FROM FACTORY

WE PAY THE FREIGHT

Brown 17 bar 60 inch close spaced poultry and rabbit fence



No. 01760

49 $\frac{1}{4}$ ¢ Per Rod

Made in 10, 20, 30 and 40 Rod Rolls

10 Rods	20 Rods	30 Rods	40 Rods
\$4.93	\$9.85	\$14.78	\$19.70

17 Line Wires 60 Inches High
 Top wire No. 11; bottom wire No. 12; other wires, No. 14. Stay wires 6 ins. apart (32 to the rod). All Double Galvanized Basic Open-Hearth Wire.
We Pay Freight on 30 Rods or More

From a Brown Fence Booster

Hoopston, Ill.

Gentlemen:—

I received my Poultry fence in good order and have it up. It sure looks good and I am well pleased. I couldn't have got as good fence here for twice the price I paid. You may get some orders from my neighbors, who think my fence is good.

When I get ready for more fence, Brown will get my order and I am a Booster for Brown fence.

ROY HUNTER.

512 Walnut Str.
 Phila., Penna.

Brown Fence & Wire Co.
 Cleveland, Ohio.

Gentlemen:—Ten years ago I purchased of you several rods of your 72 in. Poultry Fence which has given excellent service and in fact it is still in use.

J. N. REEVE.

Brown's

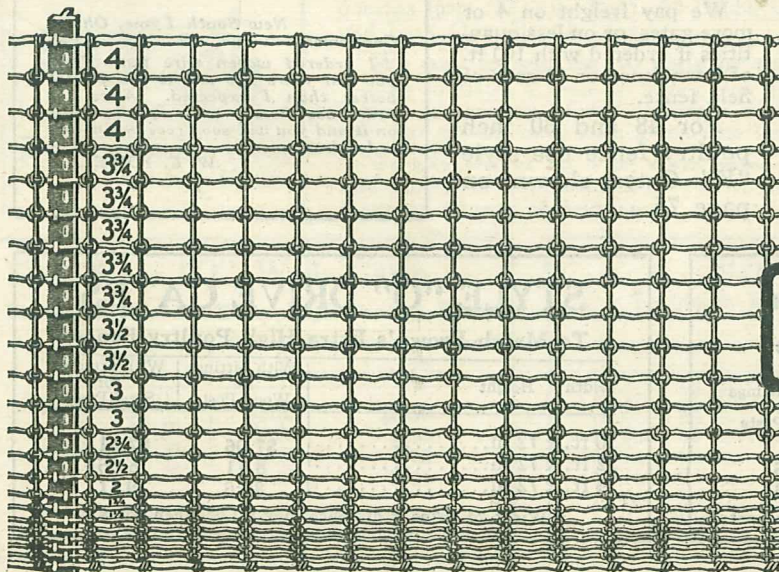
Poultry Fence

Is REAL

Poultry Fence

—and Cheaper than Poultry Netting

Brown 23 bar 60 inch close spaced poultry and rabbit fence



No. 02360

60 $\frac{3}{4}$ ¢ Per Rod

Made in 10, 20, 30 and 40 Rod Rolls

10 Rods	20 Rods	30 Rods	40 Rods
\$6.08	\$12.15	\$18.23	\$24.30

23 Line Wires 60 Inches High
 Top wire No. 11; bottom wire No. 12; other wires, No. 14. Stay wires 6 ins. apart (32 to the rod). All Double Galvanized Basic Open-Hearth Wire.
We Pay Freight on 30 Rods or More

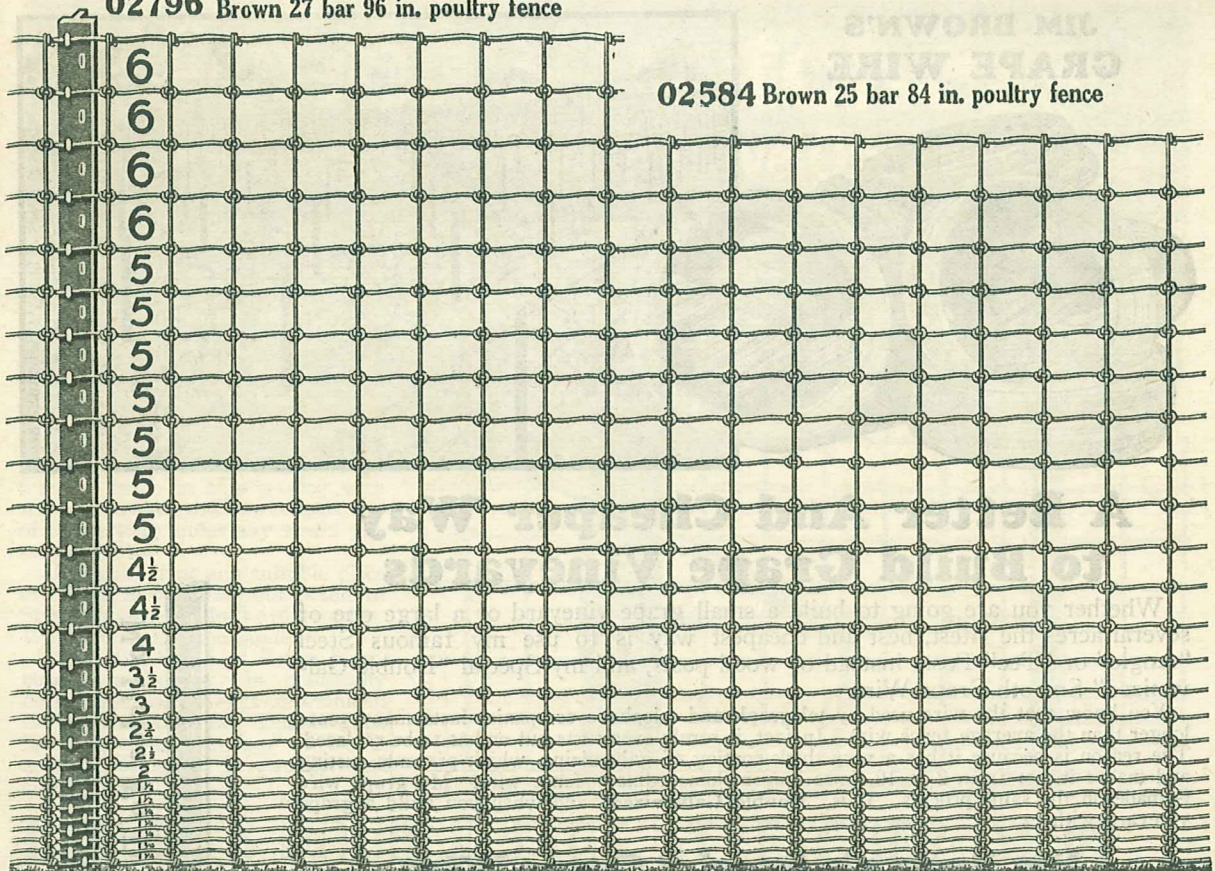
DIRECT FROM FACTORY

Width of gates is distance they fill between posts

WE PAY THE FREIGHT

02796 Brown 27 bar 96 in. poultry fence

02584 Brown 25 bar 84 in. poultry fence



84 and 96 In. Brown Poultry Fence With Gates To Match

No. 02796

27 Line Wires 96 In. High

81 $\frac{1}{2}$ ¢ Per Rod

Made in 10, 20 and 30 Rod Rolls

10 Rods	20 Rods	30 Rods
\$8.15	\$16.30	\$24.45

Specifications

Top wire, No. 11; bottom wire, No. 12; intermediate wires, No. 14; stay wires, No. 14, spaced 6 inches apart (32 to the Rod). All Double Galvanized Basic Open-Hearth Wire.

We pay freight on 30 rods or more

Gates to match a fence 96 inches high are rare indeed. It's because of our enormous volume of sale that we can carry such a complete line.

We pay freight on 4 or more gates, or on less quantities if ordered with 100 ft. of lawn fence or 30 rods of field fence.

No. 02584

25 Line Wires 84 In. High

74 $\frac{1}{4}$ ¢ Per Rod

Made in 10, 20 and 30 Rod Rolls

10 Rods	20 Rods	30 Rods
\$7.43	\$14.85	\$22.28

Style "O" Walk Gates

To Match Brown's Extra High Poultry Fence

Width	Height	With Fittings for Wood Posts	With Fittings for Steel Posts
3½ ft. x 84 in...		\$5.55	\$6.30
4 ft. x 84 in...		5.81	6.56
3½ ft. x 96 in...		5.97	6.72
4 ft. x 96 in...		6.25	7.00

Width of gates is distance they fill between posts
Posts for 84 in. Gates shown on pages 86 to 88.

Style "O" Drive Gates

To Match Brown's Extra High Poultry Fence

Width	Height	With Fittings for Wood Posts	With Fittings for Steel Posts
10 ft. x 84 in.....		\$10.52	\$11.27
12 ft. x 84 in.....		12.25	13.00
14 ft. x 84 in.....		13.11	13.86
10 ft. x 96 in.....		11.42	12.17
12 ft. x 96 in.....		12.90	13.65
14 ft. x 96 in.....		13.76	14.51

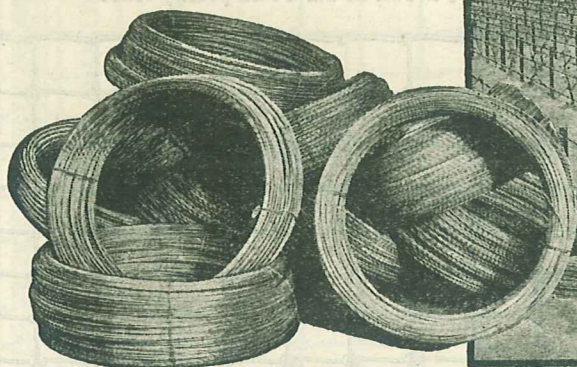
Width of gates is distance they fill between posts
Posts for 84 in. Gates shown on pages 86 to 88.

PAGE 57

DIRECT FROM FACTORY

WE PAY THE FREIGHT

JIM BROWN'S GRAPE WIRE



A Better And Cheaper Way to Build Grape Vineyards

Whether you are going to build a small grape vineyard or a large one of several acres the latest, best and cheapest way is to use my famous Steel "Angle" or "Tee" Posts instead of wood posts, and my Special "Double Galvanized" Smooth Grape Wire.

You know that the wire used by telegraph and telephone companies lasts many years longer than the average fence wire. In fact, it rarely ever rusts out or has to be replaced. The reason is because it has a very thick coating of galvanizing, which prevents rusting and makes it last from 2 to 10 times longer than ordinary fence wire. My grape wire is made on the same process. It is "Double Galvanized" and when you build a grape vineyard with

Jim Brown's Special Grape Wire And Steel Posts

you will find it by far the best and cheapest. You won't have to be putting in new posts and new wire every few years. You will have a nicer looking vineyard—a more modern, up-to-date arbor like shown above. You will find it easier to keep the grass and weeds down—easier to get closer to the posts when cultivating and far more satisfactory in every way. You may use either the "Angle" or "Tee" posts. My low selling prices will astound you.

Grape vines rust ordinary fence wire very quickly, just as you know vines of any kind growing on a farm fence soon play havoc with it. Thus it is easy to realize that my "Double Galvanized" Grape Wire with its much heavier coat of galvanizing, is by far much better and cheaper for grape growing. AND WHEN IT CAN BE BOUGHT FOR LESS THAN ORDINARY WIRE IS SOLD AT STORES, you surely will be making a big mistake not to buy Brown's Special Grape Wire. Selling as I do, "direct from my factories to you," enables me to sell better quality for less money.

READ THIS LETTER:

It tells more conclusively than I have, why it pays to use Jim Brown's Double Galvanized Wire.

Dear Sir: I would like to tell you about the wire I ordered from you 12 years ago. I was up at the farm and took a look at it. Now, after 12 years in the weather there wasn't a speck of rust to be seen any place. It looked just like new. That's what I call good service—hence this order and a little later another.

D. W. Stitt, Altoona, Penna..

No Holes To Dig—Cheaper Than Wood

Heavy Anchors

Low Freight Paid Prices on Grape Wire

	Feet per 100 Lbs.	Price per 100 Lbs.
No. 9	1700	\$3.85
No. 10	2050	3.90
No. 11	2580	3.95

Freight Paid on 200 Lbs.
or More

Low Freight Paid Prices on Posts

Length of Post	For Arbors up to	Price of Angle Posts	Price of Tee Posts
72 in.	48 in.	28½c ea.	32½c ea.
78 in.	54 in.	30¼c ea.	35½c ea.
84 in.	60 in.	33¼c ea.	38 c ea.
90 in.	66 in.	35¼c ea.	40 c ea.

Freight Paid on 30 Posts or More

DIRECT FROM FACTORY

Fence Stretchers

Every Farmer Should Have One of These

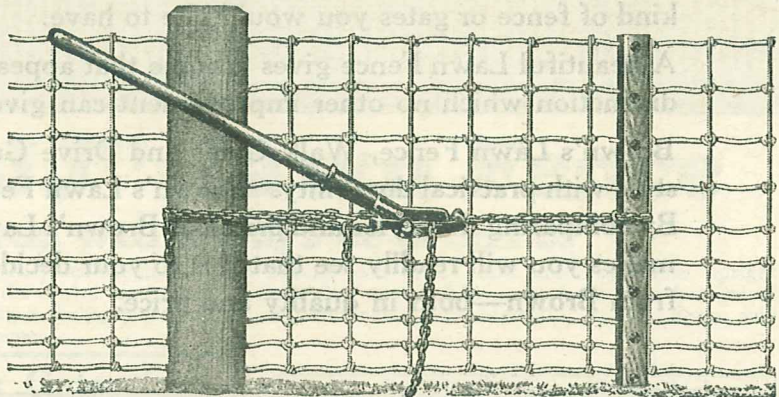
A workman is known by the tools he possesses. It is a hard job doing simple things if you haven't the right tools, but an easy job if you have. These Fence Stretchers make it easy for you to put your fence up, put it up right and keep it up right. They are well worth the cost. As a matter of fact, we are making practically no profit on them, handling them for the convenience of our customers.

BROWN'S STANDARD FENCE STRETCHER \$4.54

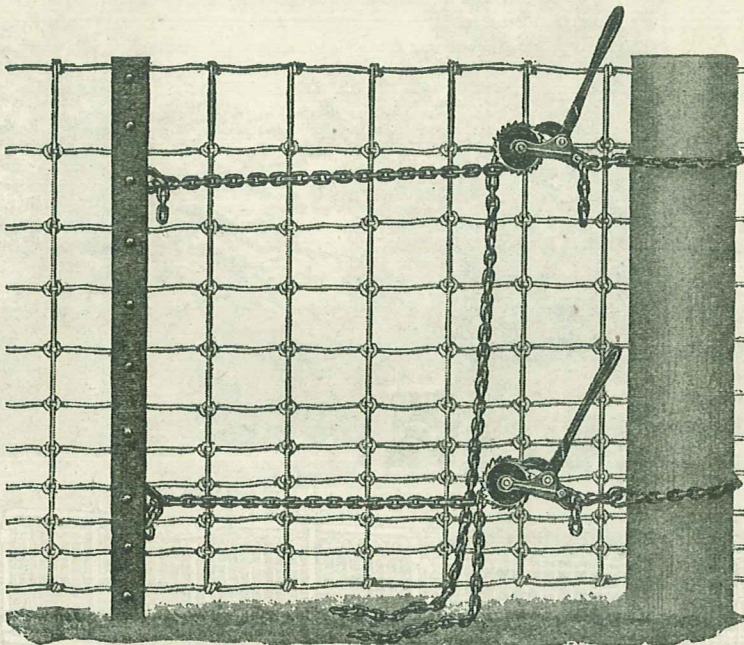
The Standard Fence Stretcher has proved to be satisfactory for all average fences. It is strong enough for any fence in this catalog with strength to spare so there is no danger of it breaking under any strain you may put it to.

Use crowbar or any suitable piece of timber in operating our Standard Stretcher as shown in the illustration. We do not supply the handle.

While the Standard Fence Stretcher is satisfactory in practically every case, we always recommend the Steel Clamp Bar Double Jack Stretcher whenever our advice is asked because it is stronger and easier to use.



BROWN'S DOUBLE JACK STRETCHER \$9.09

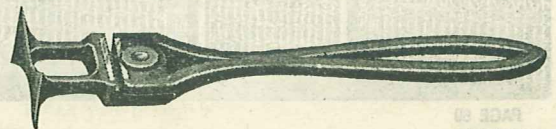


The double Jack Stretcher is for extra heavy work as well as long stretches, particularly for stretching our all No. 9½ woven fences. The Steel Clamp Bar Double Jack Stretcher has a pulling capacity of 20,000 pounds. It consists of a steel clamp bar, 5 feet long, four chains, the jack chains being 8 feet long. This gives ample provision for making long stretches without making two hitches, as is usually done. The outfit includes a nut wrench and a wire twister for splicing.

If a manufacturer has the interests of his customers at heart he recommends the best thing for his customers even if he makes less profit on the best than on something not quite as good. For this reason I urge my customers to get the Double Jack Stretcher shown here if they want the best Stretcher it is possible to get. While the price is higher I am frank to tell you that it is well worth paying the increased price in order to get a Stretcher that will do the work and do it perfectly, and do it easily. If you want the best, order Brown's Double Jack Stretcher.

Brown's Single Wire Hand Stretcher 75 Cents

This stretcher is intended for stretching single strands of plain or barb wire, and for taking up the slack between the regular heavy stretcher and the last post.



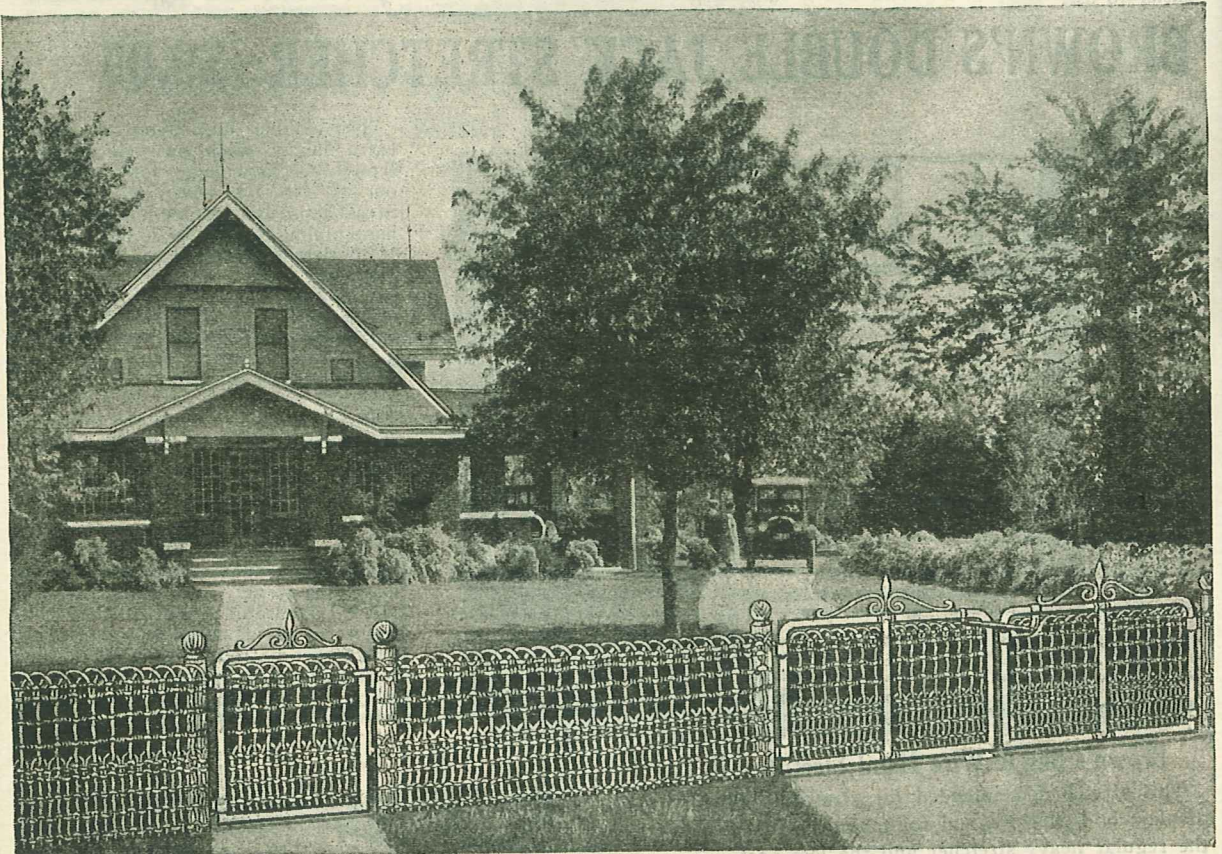
Brown's Lawn Fence Walk and Drive Gates

ON the following pages we illustrate and describe our entire line of Ornamental Lawn Fence, with Walk and Drive Gates to Match.

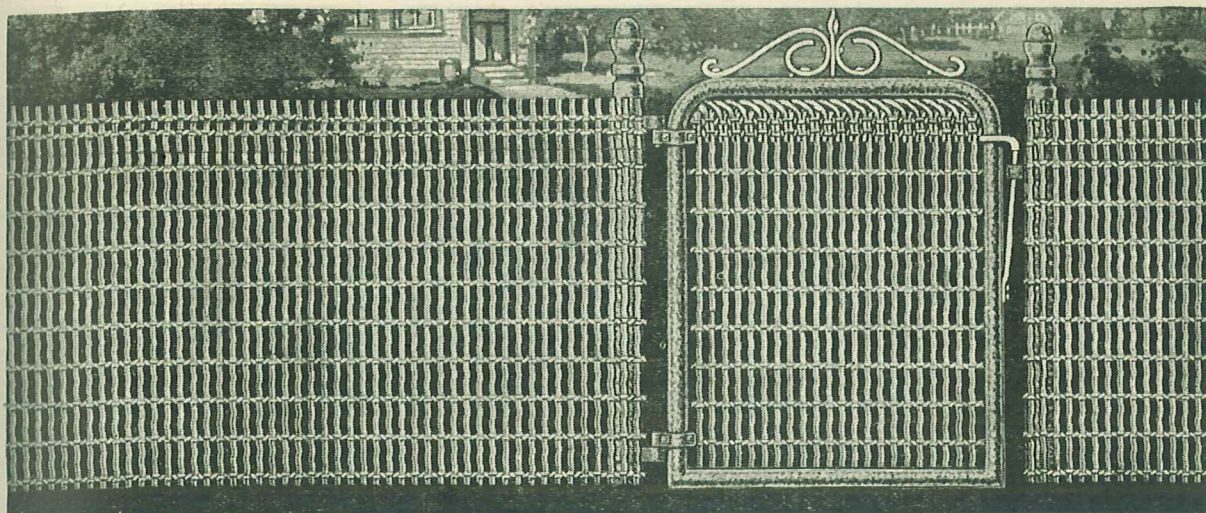
You will find in this big variety of styles, sizes and heights, just the kind of fence or gates you would like to have.

A beautiful Lawn Fence gives a home that appearance of beauty and distinction which no other improvement can give.

Brown's Lawn Fence, Walk Gates and Drive Gates combine artistic style with practical durability. Brown's Lawn Fence is made **RIGHT**. By comparing the styles and prices of Brown's Lawn Fence with other makes you will readily see that it is to your decided advantage to buy from Brown—both in quality and price.



WE PAY THE FREIGHT



Style "JJ" Lawn Fence

A Fence you will always be proud of

Here is a close spaced, low priced lawn fence which combines beauty with utility and economy. The upright pickets are only 1½ inches apart, while the cabled line wires are six inches apart. This lawn fence is so low priced that no one can excuse himself for having a shabby place. A few dollars invested in Style "JJ" Lawn Fence will add many dollars to the value of your home.

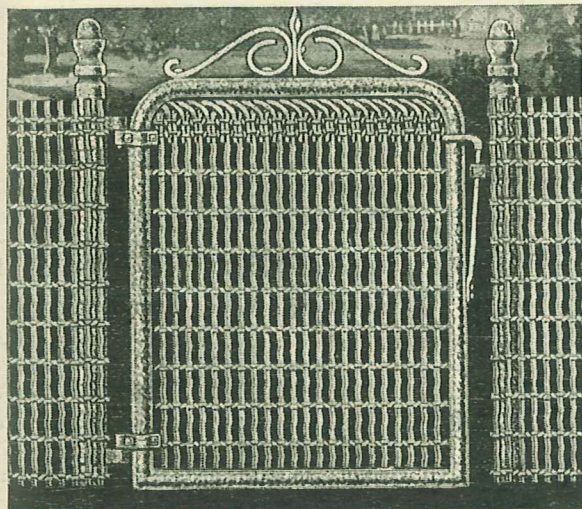
Style "JJ" Walk Gates

To Match Style "JJ" Lawn Fence
Prices Beyond Comparison

We pay freight on 4 or more walk gates, or on less quantities if ordered with 100 ft. of lawn fence or 30 rods of field fence.

Width	Height	With Fittings for Wood Posts	With Fittings for Steel Posts
3 ft. x 30 or 36 in.....		\$2.76	\$3.51
3½ ft. x 42 in.....		3.05	3.80
3½ ft. x 48 in.....		3.10	3.85
4 ft. x 48 in.....		3.29	4.04
4 ft. x 60 in.....		3.57	4.32

Width of gates is distance they fill between posts.
Posts for these gates shown on page 89.



2½ feet high 7¾ Cts. Per Running Foot	3 feet high 9¼ Cts. Per Running Foot
3½ feet high 10¾ Cts. Per Running Foot	4 feet high 12 Cts. Per Running Foot
5 feet high	14½¢ per running foot

We pay freight on 100 ft. or more of lawn fence or on smaller quantities if ordered with 30 rods or more of field fencing.

Specifications

Corrugated pickets are all No. 12 double galvanized wire, spaced 1½ inches apart. Cabled line-wires are spaced about 6 inches apart, except the two top wires which are spaced 2½ inches apart. These are also of heavy, double galvanized material.

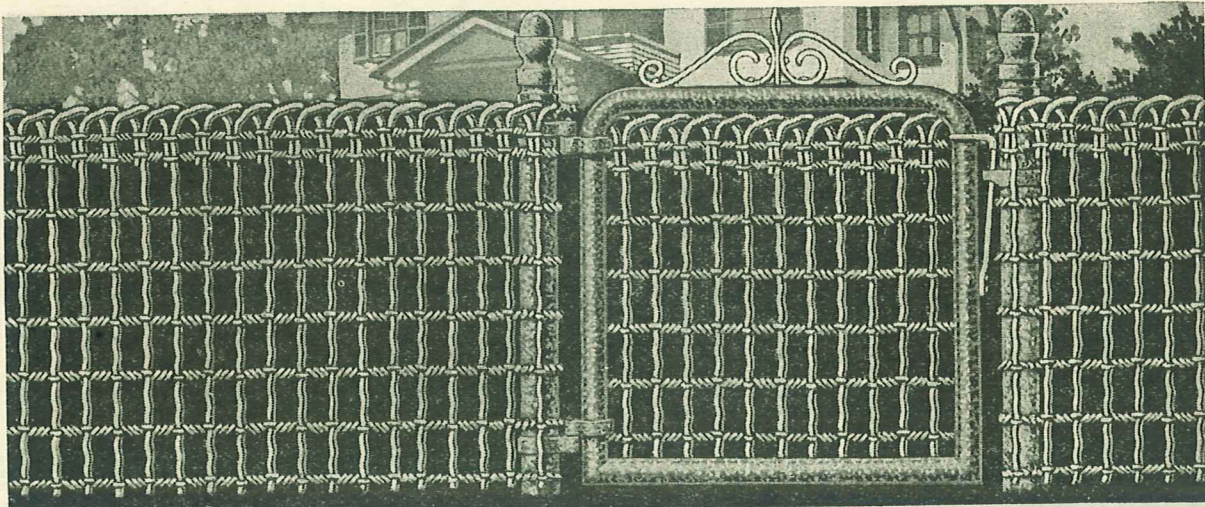
Single and Double Drive Gates to Match Style "JJ" Lawn Fence

Turn to page 69 and you will find Style "JJ" Double and Single Drive Gates to match Style "JJ" Lawn Fence illustrated above. If you put this style lawn fence on your place you can easily afford gates to match. Turn to page 69 as soon as you've decided how much of the above lawn fence you need.

PAGE 61

DIRECT FROM FACTORY

WE PAY THE FREIGHT



Style "G" Lawn Fence

Rock Bottom Wholesale Factory Prices

I don't believe there is a farm or city home or a park, church or school which cannot be improved by putting up a lawn fence like the one shown here. The illustration cannot do it justice. I wish you could see this fence. I believe it would sell itself to you in a minute. Look at the illustration carefully and read the description and note the prices.

Style "GG" Walk Gates

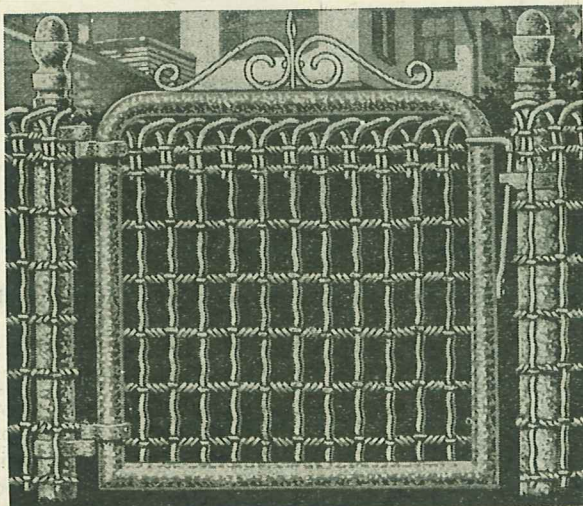
To Match Style "G" Lawn Fence
Look at These Low Prices!

We pay freight on 4 or more walk gates, or on less quantities if ordered with 100 ft. of lawn fence or 30 rods of field fence.

Width	Height	With Fittings for Wood Posts	With Fittings for Steel Posts
3 ft. x 30 or 36 in.....		\$2.55	\$3.30
3½ ft. x 42 in.....		2.92	3.67
3½ ft. x 48 in.....		3.02	3.77
4 ft. x 48 in.....		3.16	3.91
4 ft. x 60 in.....		3.40	4.15

Width of gates is distance they fill between posts.

Posts for these gates shown on page 89.



2½ feet high

6¾ Cts.

Per Running Foot

3½ feet high

8½ Cts.

Per Running Foot

3 feet high

7½ Cts.

Per Running Foot

4 feet high

9¾ Cts.

Per Running Foot

5 feet high 12¾c per running foot

We pay freight on 100 ft. or more of lawn fence or on smaller quantities if ordered with 30 rods or more of field fencing.

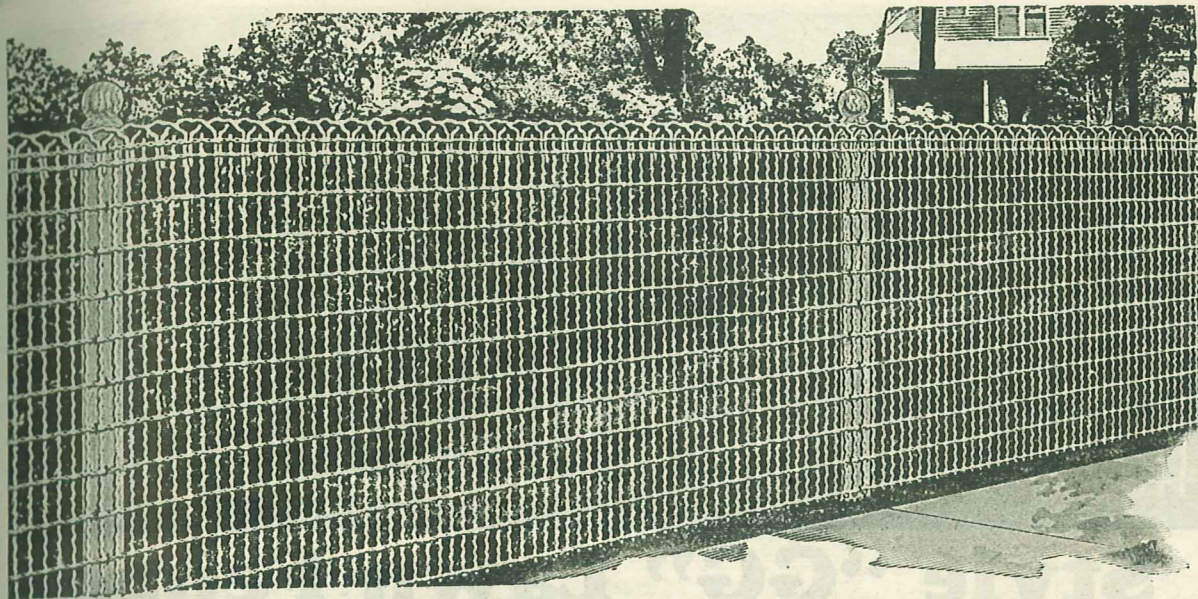
Specifications

Corrugated pickets are all No. 9 double galvanized wire. space 3 inches apart. Cabled line wires are spaced about 6 inches apart, except the two top wires, which are spaced 2½ inches apart. These are also of heavy, double galvanized material.

Single and Double Drive Gates to Match Style "GG" Lawn Fence

Turn to page 65 and you will find Style "GG" Double and Single Drive Gates to match Style "G" Lawn Fence illustrated above. If you put this style lawn fence on your place you can easily afford gates to match. Turn to page 65 as soon as you've decided how much of the above lawn fence you need.

WE PAY THE FREIGHT



Style "A" Park and Lawn Fence

Extra Heavy—Extra Close—Extra High

An extra heavy, ornamental fence that makes a splendid enclosure for Parks, Lawns, School and Church Yards, Cemeteries, Factory Grounds, etc. The close spaced crimped picket wires and cabled line wires make this fence very ornamental and adds a distinctive attractive touch to the surroundings.

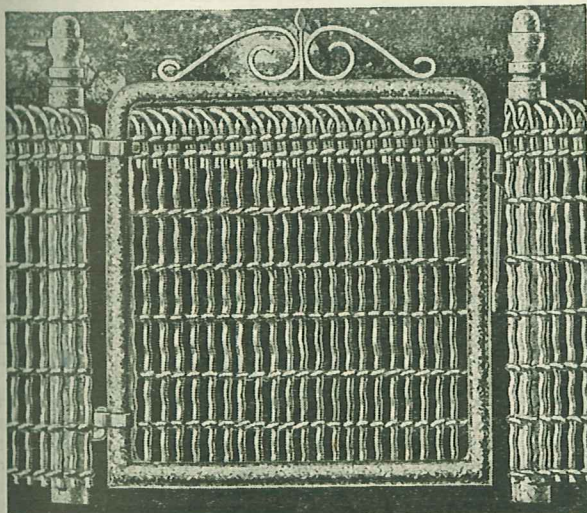
Style "AA" Walk Gates

To Match Style "A" Park and Lawn Fence

We pay freight on 4 or more walk gates, or on less quantities if ordered with 100 ft. of lawn fence or 30 rods of field fence.

Width	Height	With Fittings for Wood Posts	With Fittings for Steel Posts
4 ft. x	48 in.....	\$4.12	\$4.87
4 ft. x	60 in.....	4.49	5.24
4 ft. x	72 in.....	4.90	5.65

Width of gates is distance they fill between posts.
Posts for these gates shown on page 83.



4 feet high

17½ Cts.

Per Running Foot

6 feet high

26 Cts.

Per Running Foot

5 feet high

21¾ Cts.

Per Running Foot

We pay freight on 100 ft. or more of lawn fence or on smaller quantities if ordered with 30 rods or more of field fencing.

Specifications

Crimped pickets made of No. 9 gauge wire; cables made of two strands No. 13 gauge wire, all heavily galvanized. Pickets are 1½" apart and the cabled line wires 6" apart, except the two top cables, which are only 2¾" apart. Made only in 4, 5 and 6 ft. heights.

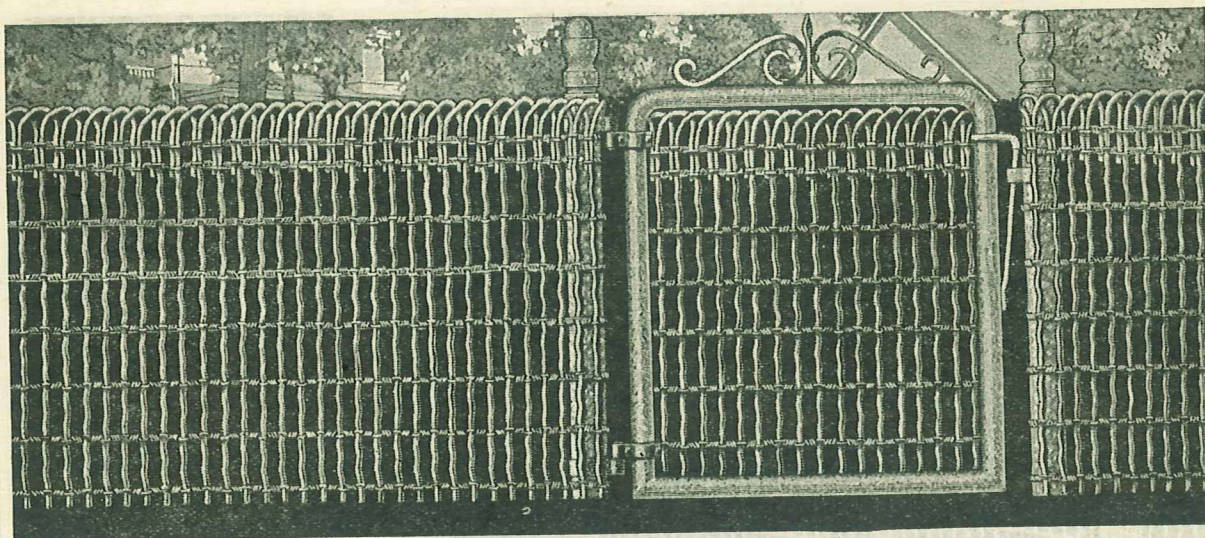
Keeps Out Trespassers

This fence affords protection against trespassers, because the close spacing between the pickets makes it impossible for boys or men to get a foothold for climbing over.

This is a splendid quality fence and the low factory price quoted above makes it a very desirable buy—both from the standpoint of cost and practicability. Don't overlook the fact that this is an extra heavy fence and protected as it is with a heavy double coat of galvanizing, it will last many years and always retain its new appearance; it will be a source of satisfaction every time you look at it.

DIRECT FROM FACTORY

WE PAY THE FREIGHT



Style "GG" Lawn Fence

Compare These Sale Prices With Others!

This new "GG" is just the style that will convince thousands of farmers of their need for Lawn Fence around their homes. Beauty is only one advantage of Brown Fence. Service is just as big a consideration with a man who has only a certain amount of money to spend, or even with a man who can spend as much as he wants for lawn fence.

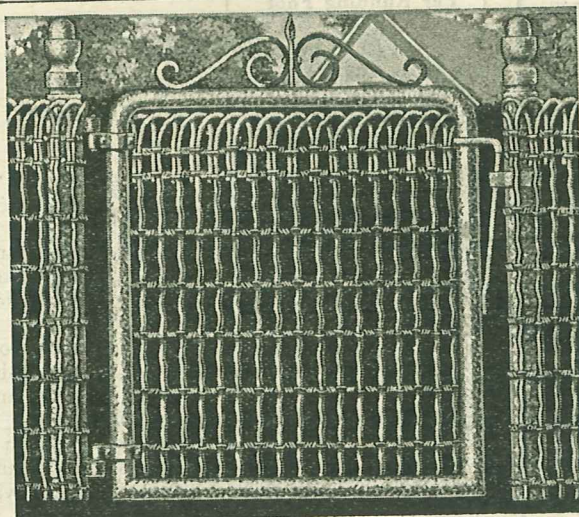
Style "GG" Walk Gates

To Match Style "GG" Lawn Fence
Back to Pre-War Prices!

We pay freight on 4 or more walk gates, or on less quantities if ordered with 100 ft. of lawn fence or 30 rods of field fence.

Width	Height	With Fittings for Wood Posts	With Fittings for Steel Posts
3 ft. x 30 or 36 in.....		\$2.55	\$3.30
3½ ft. x 42 in.....		2.92	3.67
3½ ft. x 48 in.....		3.02	3.77
4 ft. x 48 in.....		3.16	3.91
4 ft. x 60 in.....		3.40	4.15

Width of gates is distance they fill between posts.
Posts for these gates shown on page 89.



PAGE 64

2½ feet high 8½ Cts. Per Running Foot	3 feet high 10¼ Cts. Per Running Foot
3½ feet high 11 Cts. Per Running Foot	4 feet high 13 Cts. Per Running Foot
5 feet high 16c per running foot	

We pay freight on 100 ft. or more of lawn fence or on smaller quantities if ordered with 30 rods or more of field fencing.

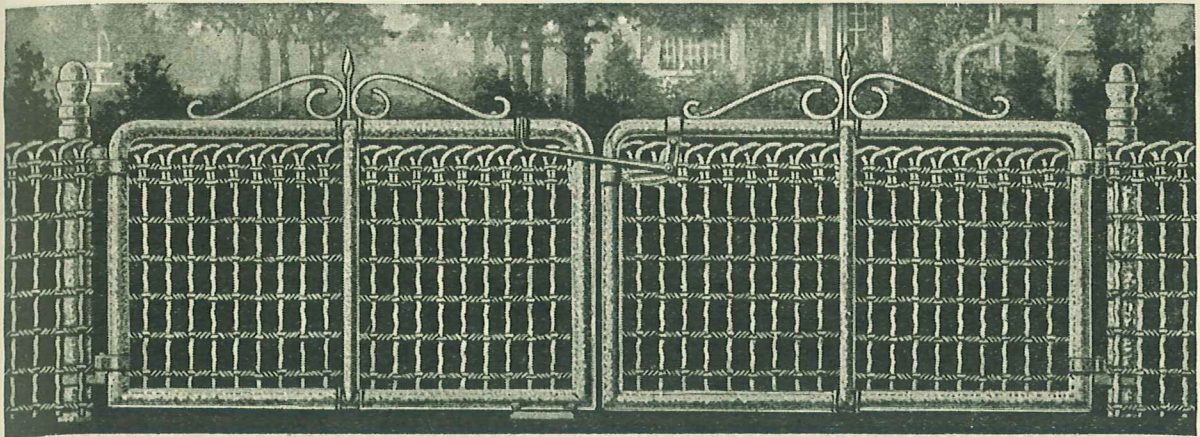
Specifications

Corrugated pickets are all No. 9 double galvanized wire, spaced 2¼ inches apart. Cabled line wires are spaced about 6 inches apart, except the two top wires, which are spaced 2¾ inches apart. These are also of heavy, double galvanized material.

Make Your Place Worth More

Lawn fence is becoming more and more popular on the farms of America. Farmers want beautiful homes and lawns because it adds to the beauty and value of their places. Brown's Lawn Fence is built for beauty as well as for durability. It will stand up year after year without sagging, rusting or breaking and it will be a constant source of pride to you. Particular attention is called to our method of reversing the twist of the cable wire on the pickets (not between them), which prevents the cables from untwisting or even slacking from extraordinary strain or expansion and contraction due to climatic changes.

DIRECT FROM FACTORY



Style "GG" Double Drive Gate To Match Style "GG" Lawn Fence

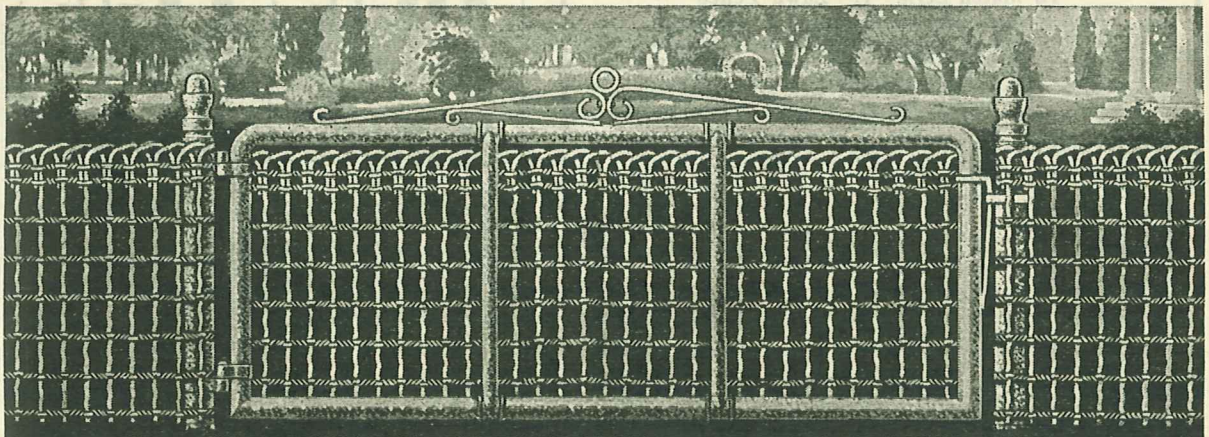
HERE is a Double Drive Gate if this is the style you prefer. Many believe a double drive gate is neater, and easier to open and close. Besides, in some cases, you may prefer to open only one side instead of both sides. In every case, the quality is Jim Brown's best and that's saying the last word. Anyone who has dealt with Jim Brown knows that his word is his bond.

What Do You Think of These Prices

We pay freight on 4 or more gates, or on less quantities if ordered with 100 ft. of lawn fence or 30 rods of field fence.
Width of gates is distance they fill between posts.

Width	Height	With Fittings for Wood Posts	With Fittings for Steel Posts
8 ft. x	30, 36, 42, 48 or 60 in.	\$ 7.79	\$ 8.54
10 ft. x	30, 36, 42, 48 or 60 in.	8.48	9.23
12 ft. x	30, 36, 42, 48 or 60 in.	9.20	9.95
14 ft. x	30, 36, 42, 48 or 60 in.	11.42	12.17
16 ft. x	30, 36, 42, 48 or 60 in.	12.24	12.99

Be sure to show height wanted.
Posts for these gates shown on page 89



Values That Count Dollars Saved

We pay freight on 4 or more gates, or on less quantities if ordered with 100 ft. of lawn fence or 30 rods of field fence.

Width of gates is distance they fill between posts.

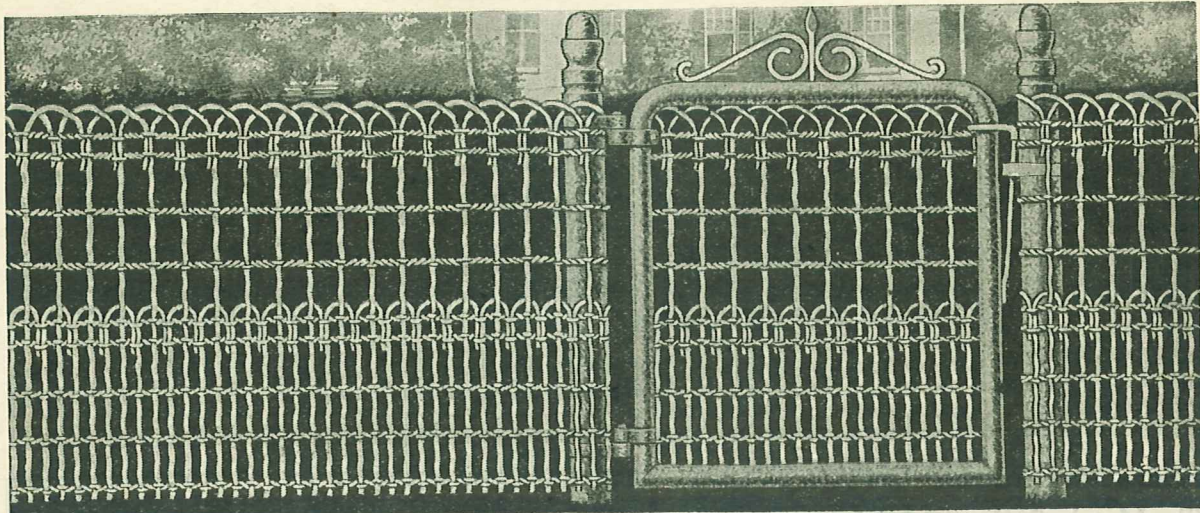
Width	Height	With Fittings for Wood Posts	With Fittings for Steel Posts
8 ft. x	30, 36, 42, 48 or 60 in.	\$ 6.59	\$ 7.34
10 ft. x	30, 36, 42, 48 or 60 in.	7.28	8.03
12 ft. x	30, 36, 42, 48 or 60 in.	7.99	8.74
14 ft. x	30, 36, 42, 48 or 60 in.	10.22	10.97

Be sure to show height wanted.
Posts for these gates shown on page 89

Style "GG" Single Drive Gate To Match Style "GG" Lawn Fence

A GOOD looking Drive Gate is as important as good looking Lawn Fence. It always makes a place look neat and trim when the gates match the fence. Here is a single drive gate that adds its charm and beauty so that the appearance of your place is kept up, and not spoiled as it would be by a wood gate or a make-shift of any kind. Please note that the prices include hinges and latch for wood posts.

WE PAY THE FREIGHT



Style "H" Lawn Fence

A Beautiful Fence—A Sensational Price!

Style "H," shown above, is a great favorite among our customers, owing to its ornamental appearance, as well as close bottom spacings of wire, which gives absolute protection against small chickens and marauding animals. The illustration and the specifications herewith will tell you more about this fence than any other personal word I can give you.

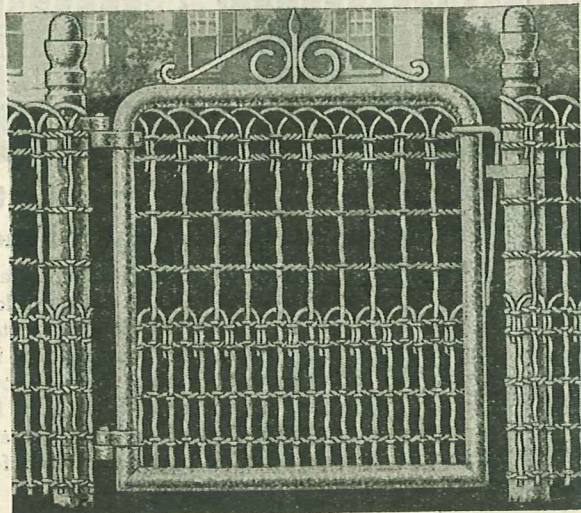
Style "HH" Walk Gates

To Match Style "H" Lawn Fence
My Prices Make Them All Wonder

We pay freight on 4 or more walk gates, or on less quantities if ordered with 100 ft. of lawn fence or 30 rods of field fence.

Width	Height	With Fittings	
		for Wood Posts	for Steel Posts
3 ft. x 30 or 36 in.....		\$2.78	\$3.53
3½ ft. x 42 in.....		3.07	3.82
3½ ft. x 48 in.....		3.12	3.87
4 ft. x 48 in.....		3.31	4.06
4 ft. x 60 in.....		3.60	4.35

Width of gates is distance they fill between posts.
Posts for these gates shown on page 89.



2½ feet high

10½ Cts.

Per Running Foot

3½ feet high

12½ Cts.

Per Running Foot

3 feet high

11¼ Cts.

Per Running Foot

4 feet high

14¼ Cts.

Per Running Foot

5 feet high 17¼c per running foot

We pay freight on 100 ft. or more of lawn fence or on smaller quantities if ordered with 30 rods or more of field fencing.

Specifications

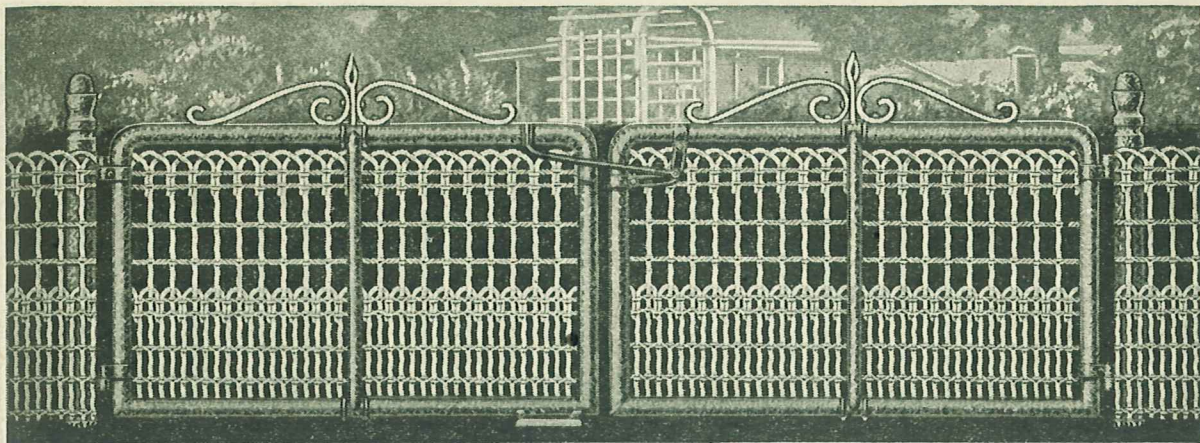
Pickets No. 9 wire, spaced 3 inches apart at the top, with an additional picket interwoven at the bottom, making spacings of lower half of fence 1¾ inches apart. Cables are spaced about 6 inches apart, except two top cables, which are spaced 2¾ inches apart. All wires are heavily galvanized and practically indestructible.

Are You Proud of Your Place?

Wherever you go, you will find that the best looking houses are made even better looking when surrounded by beautiful lawn fencing and that ordinary homes are greatly improved by a good looking lawn fence. Whether your home is new or old, the fence shown here will improve it immensely. It is enough to say that I am willing to back it with the 37 years' reputation we have gained in the fence business. To those who know us, this is the strongest guarantee I could possibly make.

DIRECT FROM FACTORY

WE PAY THE FREIGHT



Style "HH" Double Drive Gate To Match Style "H" Lawn Fence

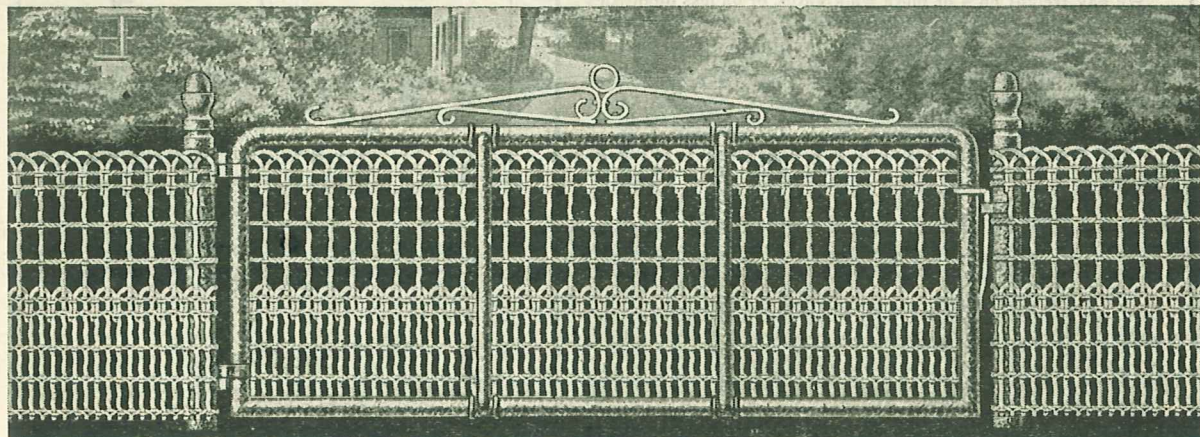
SOME people like single drive gates and some like double drive gates. As for myself, it doesn't make much difference. But I am here to satisfy everybody and that is why I show you single and double drive gates for each style of lawn fence. This puts me in a position to please you as well as your neighbor. Here is a double drive gate that will beautify any farm or lawn. The ordinary farm gate stuck on the front of your home or lawn will look all right, but there is nothing like keeping your place looking spic and span and regular.

You Can't Equal These Prices

We pay freight on 4 or more gates, or on less quantities if ordered with 100 ft. of lawn fence or 30 rods of field fence. Width of gates is distance they fill between posts.

Width	Height	With Fittings for Wood Posts	With Fittings for Steel Posts
8 ft. x 30, 36, 42, 48 or 60 in.		\$ 7.79	\$ 8.54
10 ft. x 30, 36, 42, 48 or 60 in.		8.48	9.23
12 ft. x 30, 36, 42, 48 or 60 in.		9.20	9.95
14 ft. x 30, 36, 42, 48 or 60 in.		11.42	12.17
16 ft. x 30, 36, 42, 48 or 60 in.		12.24	12.99

Be sure to show height wanted.
Posts for these gates shown on page 89



Prices and Quality Make Us Grow

We pay freight on 4 or more gates, or on less quantities if ordered with 100 ft. of lawn fence or 30 rods of field fence. Width of gates is distance they fill between posts.

Width	Height	With Fittings for Wood Posts	With Fittings for Steel Posts
8 ft. x 30, 36, 42, 48 or 60 in.		\$ 6.59	\$ 7.34
10 ft. x 30, 36, 42, 48 or 60 in.		7.28	8.03
12 ft. x 30, 36, 42, 48 or 60 in.		7.99	8.74
14 ft. x 30, 36, 42, 48 or 60 in.		10.22	10.97

Be sure to show height wanted.
Posts for these gates shown on page 89

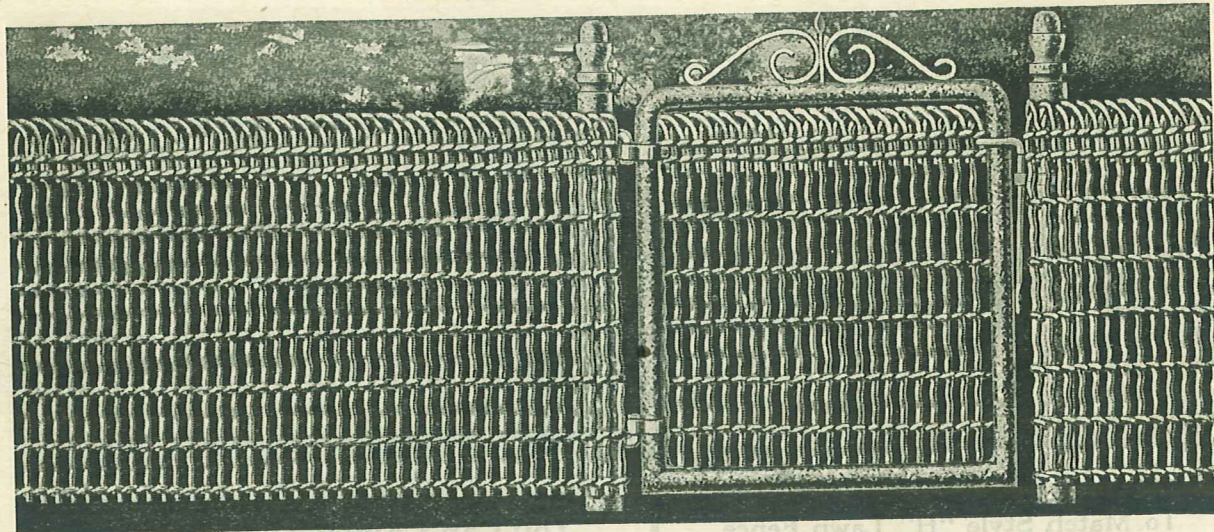
Style "HH" Single Drive Gate To Match Style "H" Lawn Fence

HERE is style "HH" as a single drive gate. Just as beautiful as any gate you ever saw. The next time you drive around the neighborhood look for the places that appear most valuable and you will find out what a wonderful impression lawn fence and lawn gates make. They seem to tone up a place and give it an added value that can't be measured in dollars and cents. At any rate the extra value in the place is all out of proportion to the small amount of money involved in putting lawn fence and lawn gates in.

PAGE 67

DIRECT FROM FACTORY

WE PAY THE FREIGHT



Style "J" Lawn Fence

Extra Close Spaced and Extra Close Priced!

This style "J" has upright pickets, spaced $1\frac{1}{2}$ " apart. It is made of slightly lighter weight material than our other styles, but will give splendid service and satisfaction to those wishing extra close spaced ornamental fence. At my price you can't compare this value with anything else in the country.

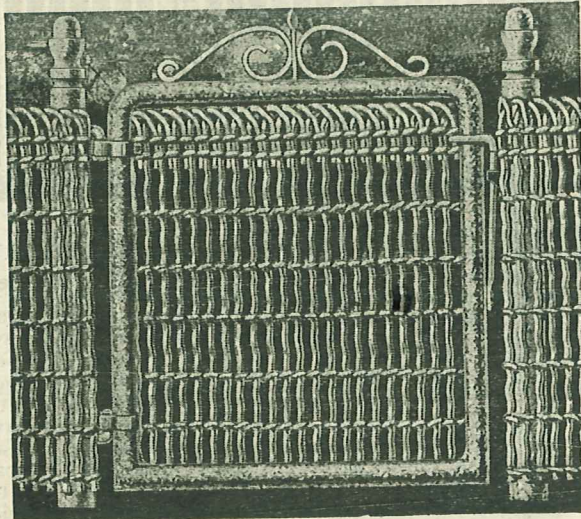
Style "JJ" Walk Gates

To Match Style "J" Lawn Fence
See How Much These Prices Save You

We pay freight on 4 or more walk gates, or on less quantities if ordered with 100 ft. of lawn fence or 30 rods of field fence.

Width	Height	With Fittings for Wood Posts	With Fittings for Steel Posts
3 ft. x 30 or 36 in.....		\$2.76	\$3.51
3½ ft. x 42 in.....		3.05	3.80
3½ ft. x 48 in.....		3.10	3.85
4 ft. x 48 in.....		3.29	4.04
4 ft. x 60 in.....		3.57	4.32

Width of gates is distance they fill between posts.
Posts for these gates shown on page 89.



2½ feet high 10 Cts. Per Running Foot	3 feet high 10¾ Cts. Per Running Foot
3½ feet high 11½ Cts. Per Running Foot	4 feet high 12¾ Cts. Per Running Foot
5 feet high 15¼c per running foot	

We pay freight on 100 ft. or more of lawn fence or on smaller quantities if ordered with 30 rods or more of field fencing.

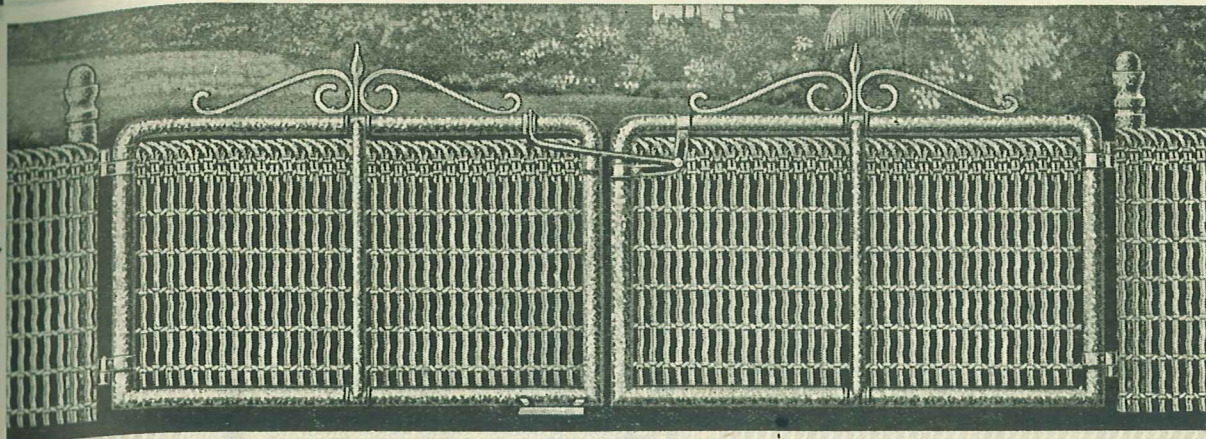
Specifications

Corrugated pickets are all No. 12 double galvanized wire, spaced $1\frac{1}{2}$ inches apart. Cabled line-wires are spaced about 6 inches apart, except the two top wires which are spaced $2\frac{3}{8}$ inches apart. These are also of heavy, double galvanized material.

Get the Best While About It!

A beautiful lawn fence is a real warm welcome to people who come to see you. No lawn fence could be more attractive—none could be more dignified than the styles we illustrate in this catalogue. Any lawn fence is good. But while you are buying, it's just as easy to get the best—and much more economical in the end. And you can be sure we would not urge you to get the best unless we were sure Brown's is best. Investigate carefully, compare prices and quality, then decide.

DIRECT FROM FACTORY



Style "JJ" Double Drive Gate To Match Style "J" Lawn Fence

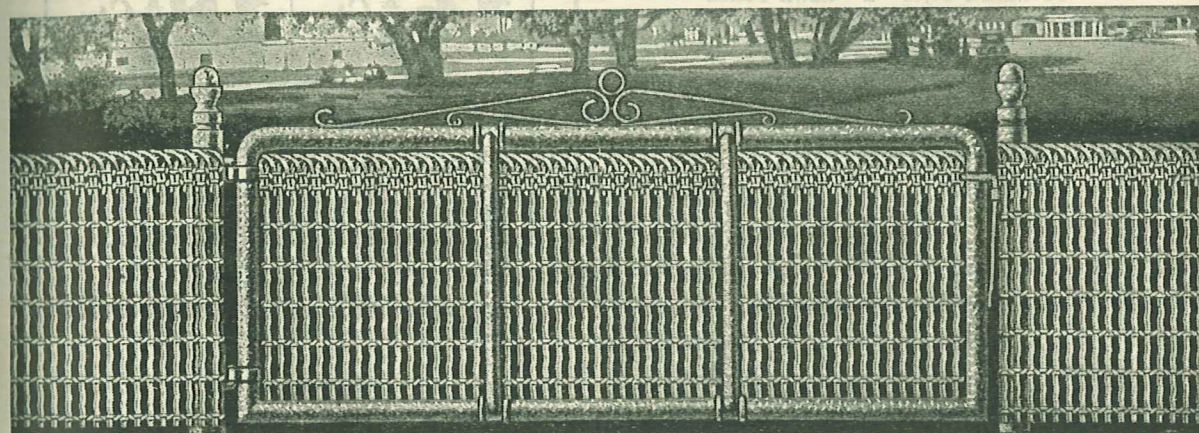
THIS style is for those who decide to purchase style "J" Lawn Fence. It really goes well with any style of Lawn Fence but it's good judgment to get a gate that matches your fence exactly. You could hardly expect any dealer to have a stock of lawn fence or lawn gates to compare with the many styles shown in this book. And that's a big advantage I have. You see, I deal with hundreds of thousands of people instead of only a few. So I can always have a bigger selection for you to choose from.

Can't Match These Prices

We pay freight on 4 or more gates, or on less quantities if ordered with 100 ft. of lawn fence or 30 rods of field fence. Width of gates is distance they fill between posts.

Width	Height	With Fittings for Wood Posts	With Fittings for Steel Posts
8 ft. x 30, 36, 42, 48 or 60 in.		\$ 7.79	\$ 8.54
10 ft. x 30, 36, 42, 48 or 60 in.		8.48	9.23
12 ft. x 30, 36, 42, 48 or 60 in.		9.20	9.95
14 ft. x 30, 36, 42, 48 or 60 in.		11.42	12.17
16 ft. x 30, 36, 42, 48 or 60 in.		12.24	12.99

Be sure to show height wanted.
Posts for these gates shown on page 89



Order For Years at These Prices

We pay freight on 4 or more gates, or on less quantities if ordered with 100 ft. of lawn fence or 30 rods of field fence. Width of gates is distance they fill between posts.

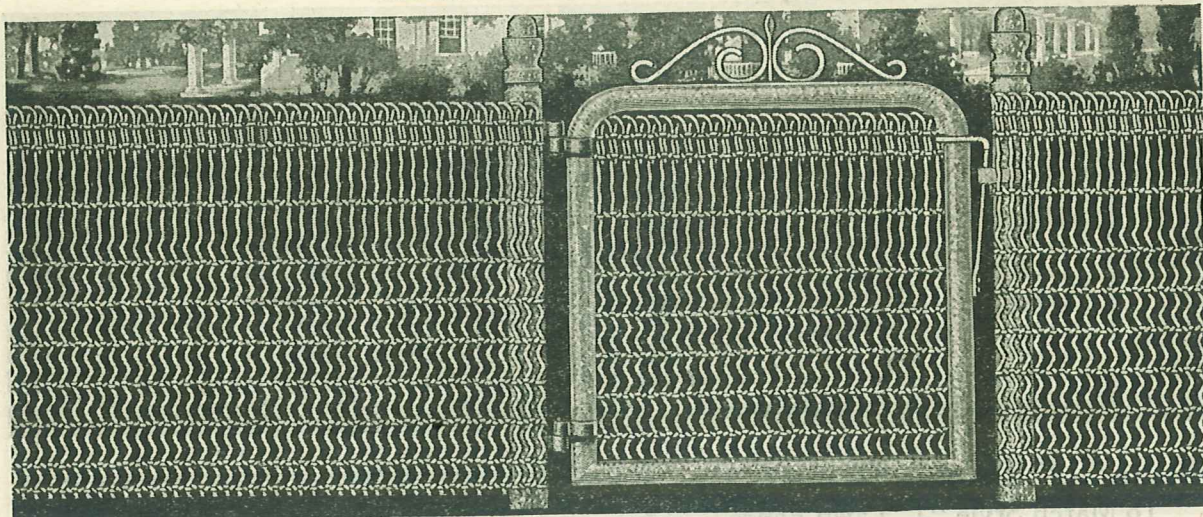
Width	Height	With Fittings for Wood Posts	With Fittings for Steel Posts
8 ft. x 30, 36, 42, 48 or 60 in.		\$ 6.59	\$ 7.34
10 ft. x 30, 36, 42, 48 or 60 in.		7.28	8.03
12 ft. x 30, 36, 42, 48 or 60 in.		7.99	8.74
14 ft. x 30, 36, 42, 48 or 60 in.		10.22	10.97

Be sure to show height wanted.
Posts for these gates shown on page 89

Style "JJ" Single Drive Gate To Match Style "J" Lawn Fence

EVERY time you drive through this gate you will think of Jim Brown and what a real bargain he gave you. And that's going to mean more business for me because people like to do business where they know they can get real satisfaction, in service and in value. My whole business has been built on the solid rock foundation of giving my customers satisfaction to the limit of their expectation. That's the reason I get orders from farmers every time they need fence, gates, posts, roofing, barb wire or paint. The gate shown here is one of the most popular styles in the country.

WE PAY THE FREIGHT



Style "E" Lawn Fence

My Latest Addition—and Look at My Prices

Here is a lawn fence that you will be proud of as long as you live. Combines beauty and durability to such an extent that it practically pays for itself in the increased value of your place. At my prices you can afford to put this lawn fence wherever there is even the slightest need for it. You don't have to skimp.

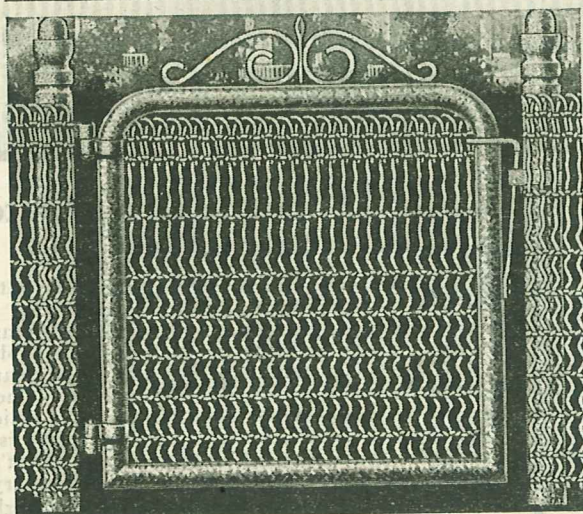
Style "EE" Walk Gates

To Match Style "E" Lawn Fence
Every Price I Make Makes a Bargain

We pay freight on 4 or more walk gates, or on less quantities if ordered with 100 ft. of lawn fence or 30 rods of field fence.

Width	Height	With Fittings for Wood Posts	With Fittings for Steel Posts
3 ft. x	36 in.....	\$3.14	\$3.89
3½ ft. x	42 in.....	3.60	4.35
3½ ft. x	48 in.....	3.84	4.59
4 ft. x	48 in.....	4.09	4.84

Width of gates is distance they fill between posts.
Posts for these gates shown on page 89.



3 feet high

16¼ Cts.

Per Running Foot

3½ feet high

18¼ Cts.

Per Running Foot

4 feet high

19¾ Cts.

Per Running Foot

We pay freight on 100 ft. or more of lawn fence or on smaller quantities if ordered with 30 rods or more of field fencing.

Specifications

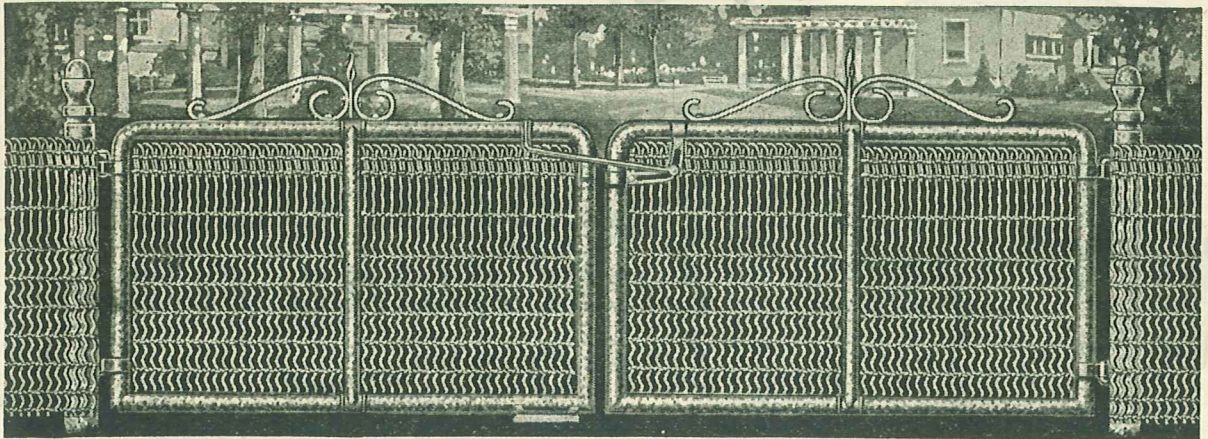
Corrugated pickets are all No. 9 double galvanized wire, spaced 1½ inches apart. Cabled line-wires are spaced about 6 inches apart, except the two top wires, which are spaced 2¾ inches apart. These are also of heavy, double galvanized material.

Please Read My Guarantee

This Style "E" Lawn Fence as well as every other article in this catalogue is personally guaranteed by me. Remember my guarantee means something. I have been in the fence and wire business for over 37 years and have sold over 125,000,000 rods of Brown Fence to over one million people. You know as a common-sense business proposition that I could not have done this unless I treated everybody fair and square and gave them the highest quality at the lowest prices. Read my guarantee on the inside back cover of this catalogue.

DIRECT FROM FACTORY

WE PAY THE FREIGHT



Style "EE" Double Drive Gate To Match Style "E" Lawn Fence

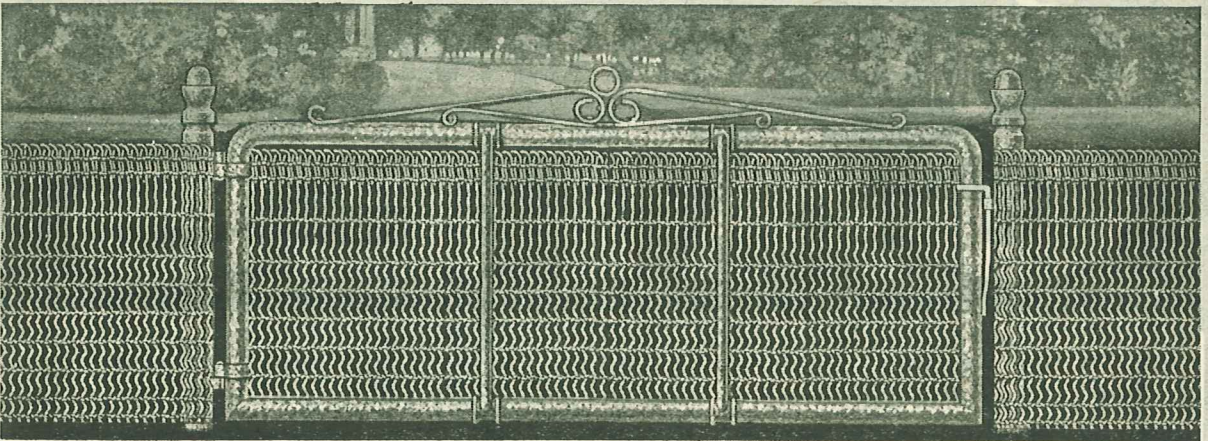
HERE is another Jim Brown special. Think of the improvement this gate would be on your place. Just like putting on a new suit of clothes after a shave and hair cut. It "dresses you up." And this new gate to match your lawn fence "dresses up" your place. I know you will admire the style because it is artistic and neat, and I know the quality will be a source of satisfaction to you for many and many a year.

Brown's Prices Make Competition Sick

We pay freight on 4 or more gates, or on less quantities if ordered with 100 ft. of lawn fence or 30 rods of field fence. Width of gates is distance they fill between posts.

Width	Height	With Fittings for Wood Posts	With Fittings for Steel Posts
8 ft. x 36, 42 or 48 in.		\$ 7.79	\$ 8.54
10 ft. x 36, 42 or 48 in.		8.48	9.23
12 ft. x 36, 42 or 48 in.		9.20	9.95
14 ft. x 36, 42 or 48 in.		11.42	12.17
16 ft. x 36, 42 or 48 in.		12.24	12.99

Be sure to show height wanted.
Posts for these gates shown on page 89



See How Much Money You Save

We pay freight on 4 or more gates, or on less quantities if ordered with 100 ft. of lawn fence or 30 rods of field fence. Width of gates is distance they fill between posts.


Width	Height	With Fittings for Wood Posts	With Fittings for Steel Posts
8 ft. x 36, 42 or 48 in.		\$ 6.59	\$ 7.34
10 ft. x 36, 42 or 48 in.		7.28	8.03
12 ft. x 36, 42 or 48 in.		7.99	8.74
14 ft. x 36, 42 or 48 in.		10.22	10.97

Be sure to show height wanted.
Posts for these gates shown on page 89

Style "EE" Single Drive Gate To Match Style "E" Lawn Fence

THERE has never before been such a demand for quality. People are learning that anything "cheap" is costly. They know, after expensive experience, that the only thing which governs VALUE is what you GET for what you pay. This has naturally brought me a great deal of business. My policy has always been to start with the highest QUALITY first—and then sell it at the lowest possible price.

DIRECT FROM FACTORY



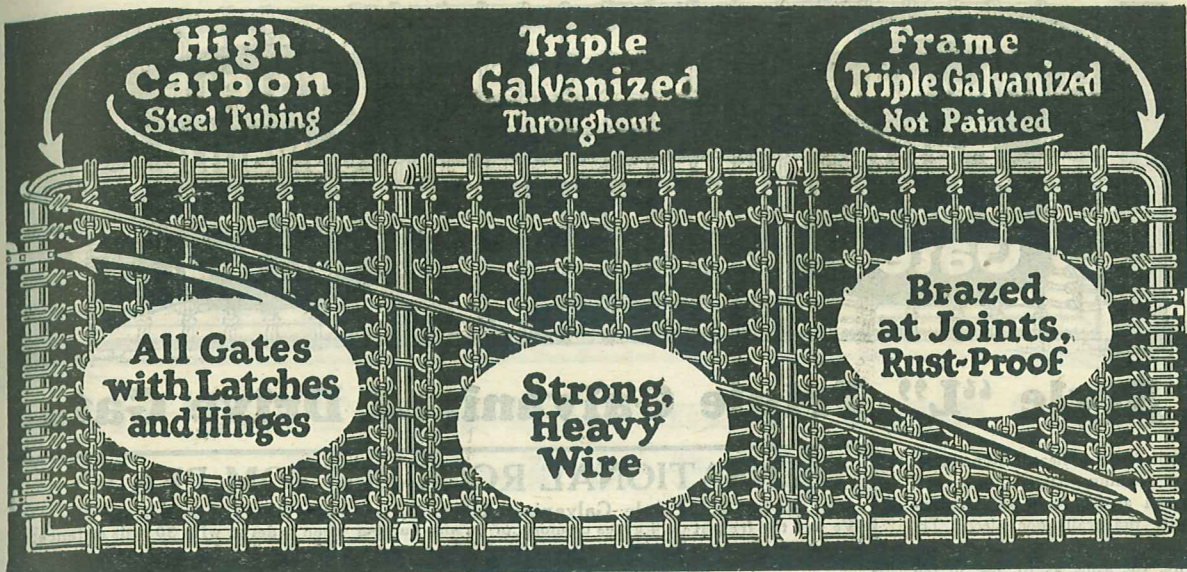
*They cost no
more than most
Painted Gates—
Last many times
longer ~*

My Great Triple Galvanized GATES

EVERY farmer is interested in GOOD gates. That's why I am going to ask you to take time to read the next page telling all about the construction of my Triple Galvanized Carbon Steel Farm and Drive Gates—every word will interest you and after you read it I know you'll agree that Brown's Gates are not only GOOD gates, but positively the BEST gates on the market today—and the cheapest.

My Farm and Drive Gates with their High Carbon Steel Frames—all joints brazed and moisture proof—with their coats of heavy galvanizing, three times as much as on any other gate you ever saw—are not to be compared with other gates that are cheaply constructed with gas pipe frames and then covered with a coat of ordinary paint.

Read all about them on the next page and your own good judgment will tell you that when you buy gates it will pay you big to buy them from Jim Brown—the man who makes a real 100% gate.



Brown's Triple Galvanized Gates Last Indefinitely

I want to call attention to certain features about my gates that you will see at once are mighty important features—features that make them so much better than ordinary gates that there is no competition.

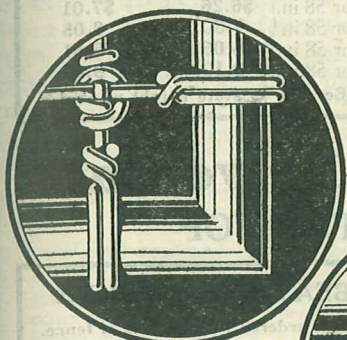
FIRST: There are no joints in the frames of my gates—all corners are brazed so that the frame is really one continuous piece—not a crack or joint for moisture to seep in and cause rust.

SECOND: The Frames are Extra Heavy Carbon Steel Tubing—the best and strongest material that can be used.

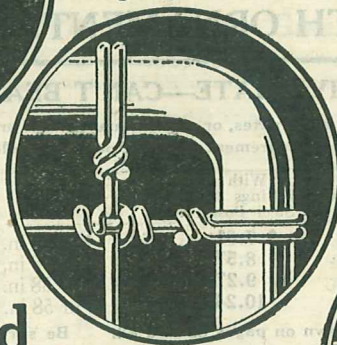
THIRD: The Brace Bars are electrically welded at top and bottom—won't come loose—won't admit moisture.

FOURTH: The wire used in Brown Gates is Heavy Galvanized Basic Open-Hearth Steel Wire—strand and stay wires securely held in place with the non-slip Brown Knot. Wire never sags or bags.

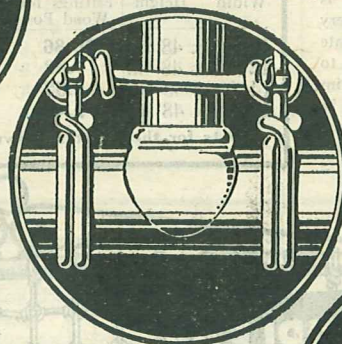
FIFTH: The entire gate, frame, wire, hinges, etc., are all triple galvanized—three times as much galvanizing as used on ordinary wire. Just remember this long life feature when comparing Brown's Gates with cheap painted gates. See my big variety of styles and rock bottom Direct From Factory Freight Paid prices on the following pages.



Brazed Rustproof Joints



Big Strong Frames
Of Carbon Steel
Tubing—Triple Galvanized



Strongly Braced—No
Joints—No Rust



Extra Heavy Strand Wires

**Brown's
Triple
Galvanized
Gates Cost
No More Than
Common Painted
Gates. Costs Very Little
More Than Wooden Gates
See My Low Factory Prices
Notice**

Our 8 foot single gates have one upright brace—10 foot gates have a diagonal brace and one upright brace—12 and 14 foot gates have a diagonal brace and two upright braces; 16 foot gates a diagonal brace and three upright braces.

WE PAY THE FREIGHT

**Other Makers
Paint
Their
Gates—**

**I TRIPLE
Galvanize
Mine Better
for You.**

Style "L" Triple Galvanized Drive Gate

The frame is heavy, high carbon steel tubing, triple galvanized, brazed at the joints, making the frame practically one piece. The filling is all extra heavy No. 9½ wire, the same as we use in our regular No. 9½ fences. The cross bars are 6 inches apart with 3-inch space between line wires at bottom. This style L gate because of its all No. 9½ wire filler is one of our strongest and most durable drive gates.

SENSATIONAL ROCK-BOTTOM PRICES

On Style "L" Triple Galvanized Drive Gates—All No. 9 1-2 Wire Filling
We pay the freight on 4 gates or more, or on any number when ordered with 30 rods of fence. Width of all gates is actual measurement between posts, we allowing for latch and hinges.

Width	Height	With Fittings for Wood Posts	With Fittings for Steel Posts	Width	Height	With Fittings for Wood Posts	With Fittings for Steel Posts
10 ft. x 48 in.		\$5.86	\$6.61	10 ft. x 54 or 58 in.		\$6.26	\$7.01
12 ft. x 48 in.		6.82	7.57	12 ft. x 54 or 58 in.		7.30	8.05
14 ft. x 48 in.		7.52	8.27	14 ft. x 54 or 58 in.		8.06	8.81
16 ft. x 48 in.		8.49	9.24	16 ft. x 54 or 58 in.		9.10	9.85

Posts for these gates shown on pages 86 and 88.

Be sure to state height wanted.

Style "LL" Triple Galvanized Drive Gate EXTRA HEAVY—WITH ORNAMENTAL TOP

A heavy, high carbon steel tubing, triple galvanized, brazed at the joints—all heavy No. 9½ wire. Think of the strength in this wonderful gate. Then note its beauty—the ornamental top "sets it off" just right. This is a gate that is perfect in every detail. It is the kind of gate that makes my customers say to their neighbors, "Write to Jim Brown for anything you want in the line of fence, gates, posts, roofing and paints."

STYLE "LL" DRIVE GATE—CAN'T BEAT THESE PRICES

We pay the freight on 4 or more gates, or on less quantities if ordered with 30 rods of fence. Width of all gates is actual measurement between posts, we allowing for latch and hinges.

Width	Height	With Fittings for Wood Posts	With Fittings for Steel Posts	Width	Height	With Fittings for Wood Posts	With Fittings for Steel Posts
10 ft. x 48 in.		\$6.86	\$ 7.61	10 ft. x 54 or 58 in.		\$ 7.26	\$ 8.01
12 ft. x 48 in.		7.82	8.57	12 ft. x 54 or 58 in.		8.30	9.05
14 ft. x 48 in.		8.52	9.27	14 ft. x 54 or 58 in.		9.06	9.81
16 ft. x 48 in.		9.49	10.24	16 ft. x 54 or 58 in.		10.10	10.85

Posts for these gates shown on pages 86 and 88.

Be sure to state height wanted.

**One TRIPLE
Galvanized
Gate Outlasts
Three
Painted Gates.**

**My TRIPLE
Galvanized
Gates Cost
No More Than
Painted Gates.**

DIRECT FROM FACTORY

WE PAY THE FREIGHT

**Brown's Gates
Last Longer
Because
Built Better.**

**Welded Joints
Make Them
Water-tight-
Rust Proof.**

Style "K" Triple Galvanized Farm Gates For Stock or Poultry

HERE is a gate designed to match up with any of our heavy poultry fences. It is made in sizes to meet every requirement. If you want uniform beauty—poultry fence and gates of the same trim design throughout your poultry yard—you can do no better than to purchase these close-mesh Poultry Gates. Or they can be used as regular standard bull-proof drive or walk farm gates. The frames are made of high carbon steel

tubing 1¼-inch outside diameter (1-inch in small sizes) in one continuous piece. All the joints are brazed—a method of joining or welding which makes the frame absolutely rigid and watertight, so that moisture cannot rust it.

The filling is all No. 12½ Poultry Fence, with cross bars 6 inches apart. This filling is carefully stretched into the frames with ends securely wrapped and tied. It is impossible for even the smallest chick to get through, as there are four 1½-inch spaces at the bottom.

Style "K" Drive Gates—Look at These Factory Prices

Please remember, we pay the freight on 4 or more gates—or on any quantity, when shipped with 30 rods or more of fencing.

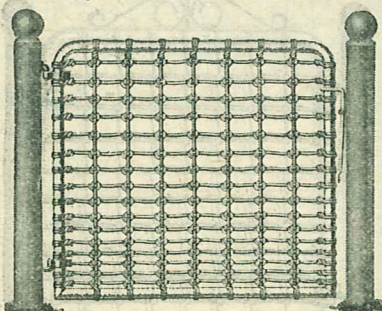
Width of all gates is actual measurement between posts, we allowing for latch and hinges.

Width	Height	With Fittings for Wood Posts	With Fittings for Steel Posts	Width	Height	With Fittings for Wood Posts	With Fittings for Steel Posts
6 ft. x 48 in....		\$3.95	\$4.70	6 ft. x 58 in....		\$4.34	\$5.09
8 ft. x 48 in....		4.98	5.73	8 ft. x 58 in....		5.44	6.19
10 ft. x 48 in....		5.72	6.47	10 ft. x 58 in....		6.17	6.92
12 ft. x 48 in....		6.66	7.41	12 ft. x 58 in....		7.23	7.98
14 ft. x 48 in....		7.42	8.17	14 ft. x 58 in....		8.02	8.77
16 ft. x 48 in....		8.31	9.06	16 ft. x 58 in....		9.00	9.75

Posts for these gates shown on pages 86 and 88.

Would you buy a bicycle made of gas pipe? Of course not! You know that the steel tubing is stronger. Don't let them fool you on gas pipe gates. All of my gates are made of steel tubing, electrically welded and triple galvanized.

Style "K" Walk Gate

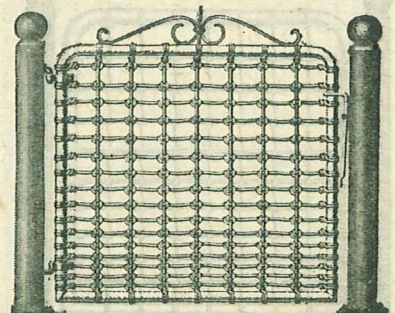


Triple Galvanized Walk Gates Close Mesh for Poultry

Width	Height	With Fittings for Wood Posts	With Fittings for Steel Posts
STYLE K			
3½ ft. x 48 in.		\$2.38	\$3.13
4 ft. x 48 in.		2.48	3.23
4 ft. x 58 in.		2.71	3.46
STYLE KK			
3½ ft. x 48 in.		\$2.97	\$3.72
4 ft. x 48 in.		3.07	3.82
4 ft. x 58 in.		3.30	4.05

Posts for these gates shown on pages 86 and 88.

Style "KK" Walk Gate



DIRECT FROM FACTORY

WE PAY THE FREIGHT

Why Don't
Other Makers
Say their
Gates are
PAINTED-

I've Nothing to
Hide-TRIPLE
Galvanized
Gives TRIPLE
Wear.

Style "B" Triple Galvanized Drive Gates

No. 9 Strand Wires—No. 12 Uprights

AT THE top of this page we show our style "B" triple galvanized drive gate which is one of our standard farm gates and designed for general farm use. It is made of heavy high carbon steel tubing and strongly braced with upright and diagonal braces. The filler is No. 9 gauge strand wires and No. 12 uprights. Every part of the gate, including the hinges and latch is heavily galvanized—frames, fittings, and wire filling—absolutely rust-proof. All gates are furnished complete with latches and hinges, ready to hang to the post.

At the bottom of this page you will find illustrated our single walk gates of the style "B" and "BB" pattern.

We are not only the largest manufacturer of wire fence selling direct to the farmer, but also the largest manufacturer of gates. Besides, we have the most complete line and carry a very large stock of every size and style shown in this book, ready at all times for immediate shipment.

When you buy a gate with the frame triple galvanized, such as we manufacture, you are sure to get the last word in gate construction.

Moreover, in the galvanizing and brazing of a gate frame, we make it absolutely airtight on the inside, leaving no possible chance for moisture to get in and start rust. There is no question but what a triple galvanized gate will wear and outlast two to one a gate with the frame merely painted and our experience has amply demonstrated that fact.

Our 8 foot single gates have one upright brace—10 foot gates have a diagonal brace and one upright brace—12 and 14 foot gates have a diagonal brace and two upright braces; 16 foot gates a diagonal brace and three upright braces.

Low Factory Prices of Style "B" Drive Gates

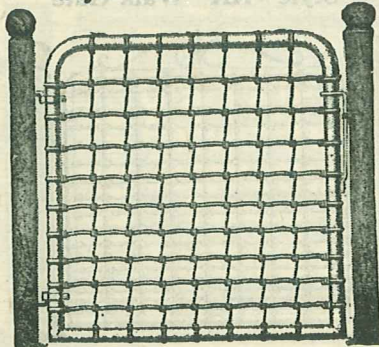
We pay the freight on 4 gates or more, or on any number when ordered with 30 rods of fence. Width of all gates is actual measurement between posts, we allowing for latch and hinges.

Width	Height	With Fittings for Wood Posts	With Fittings for Steel Posts	Width	Height	With Fittings for Wood Posts	With Fittings for Steel Posts
6 ft. x 48 in...		\$3.77	\$4.52	6 ft. x 54 in...		\$3.90	\$4.65
8 ft. x 48 in...		4.79	5.54	8 ft. x 54 in...		4.97	5.72
10 ft. x 48 in...		5.59	6.34	10 ft. x 54 in...		5.78	6.53
12 ft. x 48 in...		6.50	7.25	12 ft. x 54 in...		6.78	7.53
14 ft. x 48 in...		7.24	7.99	14 ft. x 54 in...		7.59	8.34
16 ft. x 48 in...		8.22	8.97	16 ft. x 54 in...		8.56	9.31

Posts for these gates shown on pages 86 and 88.

You wouldn't think of buying a painted fence would you? Then don't consider a painted gate. My Triple galvanized gates cost no more.

Style "B" Walk Gate



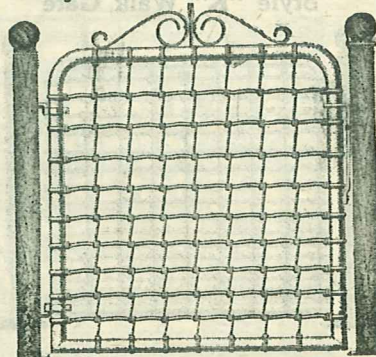
TRIPLE GALVANIZED WALK GATES

Width	Height	With Fittings for Wood Posts	With Fittings for Steel Posts
STYLE "B"			
3½ ft. x 42 or 48 in.		\$2.37	\$3.12
4 ft. x 48 or 54 in.		2.64	3.39
STYLE "BB"			
3½ ft. x 42 or 48 in.		\$2.95	\$3.70
4 ft. x 48 or 54 in.		3.22	3.97

Be sure to show height wanted.

Posts for these gates shown on pages 86 to 88.

Style "BB" Walk Gate



DIRECT FROM FACTORY

WE PAY THE FREIGHT

**Strongest
and most
lasting
gate made.**

**Costs no
more than
ordinary
gates.**

Style "C" Triple Galvanized Gate for Service and Ornament. For Stock or Poultry.

THIS gate is built especially for the farmer who wants to combine a more ornamental design with the same service and durability which can be obtained in any of the Brown Triple Galvanized Gates. The filling is extra close diamond mesh, and the bottom is square. You will note the upright braces, which make our gates stronger.

Any farmer who has this gate can honestly say it beats his neighbor's even if his neighbor paid 20 per cent more than our price at a dealer's.

While hundreds of tons of old second-hand and defective gas pipe are bought every year from scrap dealers

and others, and made into gate frames and then painted over to cover up the use of this defective pipe, this Company has never bought a pound of that scrap junk and never will.

When you buy a gate with the frame TRIPLE GALVANIZED, such as we manufacture, you are sure to get first class material, for you can no more galvanize old rusty pipe than your tinsmith can solder an old rusty tin pail.

Our guarantee to refund your money applies to this gate as well as to our others.

Style "C" Drive Gates—Compare My Prices, Then Buy

Remember, we pay the freight on 4 gates or more if ordered alone, or on even one gate, if ordered with 30 rods of fencing.

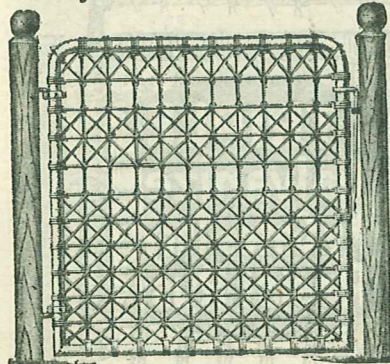
Width of all gates is actual measurement between posts, we allowing for latch and hinges.

Width	Height	With Fittings for Wood Posts	With Fittings for Steel Posts	Width	Height	With Fittings for Wood Posts	With Fittings for Steel Posts
6 ft. x 48 in....		\$4.22	\$4.97	6 ft. x 54 in....		\$4.43	\$5.18
8 ft. x 48 in....		5.48	6.23	8 ft. x 54 in....		5.70	6.45
10 ft. x 48 in....		6.36	7.11	10 ft. x 54 in....		6.53	7.28
12 ft. x 48 in....		7.60	8.35	12 ft. x 54 in....		7.89	8.64
14 ft. x 48 in....		8.60	9.35	14 ft. x 54 in....		8.72	9.47

Posts for these gates shown on pages 86 and 88.

Why pay as much or more for painted gates. Our Triple galvanized gates have triple the life—cost you no more.

Style "C" Walk Gate

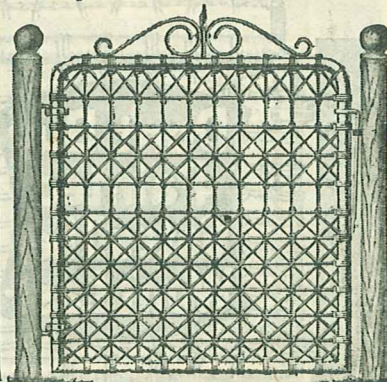


Triple Galvanized Walk Gates Close Mesh for Poultry

Width	Height	With Fittings for Wood Posts	With Fittings for Steel Posts
STYLE "C"			
3½ ft. x 42 or 48 in.		\$2.64	\$3.39
4 ft. x 48 or 54 in.		2.91	3.66
4 ft. x 58 in.		3.10	3.85
STYLE "CC"			
3½ ft. x 42 or 48 in.		\$3.22	\$3.97
4 ft. x 48 or 54 in.		3.49	4.24
4 ft. x 58 in.		3.68	4.43

Be sure to show height wanted.
Posts for these gates shown on pages 86 and 88

Style "CC" Walk Gate



DIRECT FROM FACTORY

WE PAY THE FREIGHT

**Compare
my quality
and my
low prices.**

**Don't Forget
My Gates
are TRIPLE
Galvanized.**

Style "M" Triple Galvanized Drive Gate

Made of Extra Heavy Tubing

Here is a strong, sturdy gate that is built extra heavy throughout. It will stand up under the hardest kind of wear and tear and will not be affected by the most severe strains. The frame is made of extra large size tubing, triple-galvanized, and brazed at joints so that it is absolutely rust-proof. If you want a gate of the very highest quality and durability you can't go wrong in selecting this one. You will say it is the best gate you have ever seen.

STYLE "M" DRIVE GATE—MY FACTORY PRICES

We pay freight on 4 or more gates, or on less quantities if ordered with 100 ft. of lawn fence or 30 rods of field fence.

Width of gates is distance they fill between posts.

Width	Height	With Fittings for Wood Posts	With Fittings for Steel Posts	Width	Height	With Fittings for Wood Posts	With Fittings for Steel Posts
10 ft. x 48 in....		\$ 7.27	\$ 8.02	10 ft. x 54 or 58 in.		\$ 7.76	\$ 8.51
12 ft. x 48 in....		8.57	9.32	12 ft. x 54 or 58 in.		9.13	9.88
14 ft. x 48 in....		9.43	10.18	14 ft. x 54 or 58 in.		10.05	10.80
16 ft. x 48 in....		10.60	11.35	16 ft. x 54 or 58 in.		11.38	12.13

Posts for these gates shown on pages 86 and 88.

Be sure to state height wanted.

Style "MB" Triple Galvanized Drive Gate

Extra Heavy Tubing—With Barb Wire Top

I am putting out this new Triple Galvanized Gate with barb wire top. This is a very heavy gate and will last a lifetime. The tubing is bigger and heavier than usual. I have used, beyond question, the simplest method of attaching a barb wire top that I have ever seen. The tubing is triple galvanized, brazed at joints and the wire is all No. 9½.

Height given is to top of frame.

STYLE "MB" DRIVE GATE—LOOK AT MY PRICES

We pay freight on 4 or more gates, or on less quantities if ordered with 100 ft. of lawn fence or 30 rods of field fence.

Width of gates is distance they fill between posts.

Width	Height	With Fittings for Wood Posts	With Fittings for Steel Posts	Width	Height	With Fittings for Wood Posts	With Fittings for Steel Posts
10 ft. x 48 in....		\$ 8.24	\$ 8.99	10 ft. x 54 or 58 in.		\$ 8.73	\$ 9.48
12 ft. x 48 in....		9.55	10.30	12 ft. x 54 or 58 in.		10.12	10.87
14 ft. x 48 in....		10.40	11.15	14 ft. x 54 or 58 in.		11.02	11.77
16 ft. x 48 in....		11.58	12.33	16 ft. x 54 or 58 in.		12.36	13.11

Posts for these gates shown on pages 86 and 88.

Be sure to state height wanted.

10 and 12 ft. gates have one upright brace. 14 and 16 ft. gates have two braces.

**Don't Buy
Painted
Gates-They
Won't Last.**

**I TRIPLE
Galvanize
My Gates-They
Resist Rust.**

DIRECT FROM FACTORY

WE PAY THE FREIGHT

Brown Self-Raising Gate

Triple Galvanized

12 ft. gates have one upright brace
14 and 16 ft. gates have two upright braces

Open
Position
Closed
Position
Shown
Below

You Wouldn't
Buy a
Painted Fence
Would You?

Don't Buy
a Painted
Gate for the
Same Reasons

READ WHAT THIS MAN SAYS

Mr. J. B. Gaunt, St. Anthony, Iowa, writes:
"The seven Self-Raising Gates which I ordered
some time ago arrived here last week O. K. I found them far beyond
my expectations, and they are pronounced by men here as about the best gate that
has been seen about here. I have been requested to write you for an agency for
the gates and fence. I would be glad to do what I can for you."

The Brown Self-Raising Gate raises itself automatic-
ally, about a foot and a half off the ground when the
latch is released. It swings freely in that position, above
snow and ice or stones, hummocks and uneven ground.

You can raise this gate—hook it up—and let small
stock go from side to side at will, while keeping the
larger stock on the side you want them. You can thus
allow the hogs or pigs and sheep and poultry to have
free run of both fields, or both feed lots, while the
horses and cattle stay where they belong.

The frame is made of high carbon steel tubing, about
two inches through, and almost twice as strong and
heavy as is used in ordinary gates. The wire is all

big, extra heavy No. 9½ galvanized by the famous
"Brown Double Galvanizing Process."

The cross wires are only six inches apart. Strong
upright tubes brace the frame firmly. The self-raising
device will not weaken as the gate gets old. It will last
as long as the gate itself. It is secure when closed. The
gate is held fast by the latch which prevents the self-
raising device from acting, until released. The gate is as
solid and firm as a stone wall. Hogs can't root it up—
cattle can't push it open—yet the instant you release it, up
goes the gate, and it swings free and clear.

The 14 and 16 ft. Self-Raising Gates have two upright
braces, the 12 ft. one upright brace, and the 10 ft. none.

READ THIS!

Please ship us fifteen
Self-Raising Gates 14
ft. wide.

This is over four dozen
of your Self-Raising
Gates we have and we
take pleasure in saying
that these are the best
gates we have ever seen.

Yours truly,
Horticultural
Development Co.
Spring Hill, Ala.

Low Factory Prices on Brown Self-Raising Gates

We pay freight on 4 or more gates, or on less quantities if ordered with 100 ft. of lawn fence or 30 rods
of field fence. Width of gates is distance they fill between posts.

Width	Height	With Fittings for Wood Posts	With Fittings for Steel Posts	Width	Height	With Fittings for Wood Posts	With Fittings for Steel Posts
10 ft.	x 54 in...	\$ 7.65	\$ 8.40	10 ft.	x 60 in...	\$ 7.84	\$ 8.59
12 ft.	x 54 in...	8.74	9.49	12 ft.	x 60 in...	8.93	9.68
14 ft.	x 54 in...	9.61	10.36	14 ft.	x 60 in...	9.80	10.55
16 ft.	x 54 in...	10.47	11.22	16 ft.	x 60 in...	10.67	11.42

Posts for these gates shown on pages 86 and 88.

NOTE: The Self-Raising Gates come to you in the raised position, and may appear out of true until they have been hung on the
posts and forced down to the proper latched position, in which position they will NOT remain, except when the latch is fastened.

Painted Gates
WON'T Last
Soon
Rust Out.

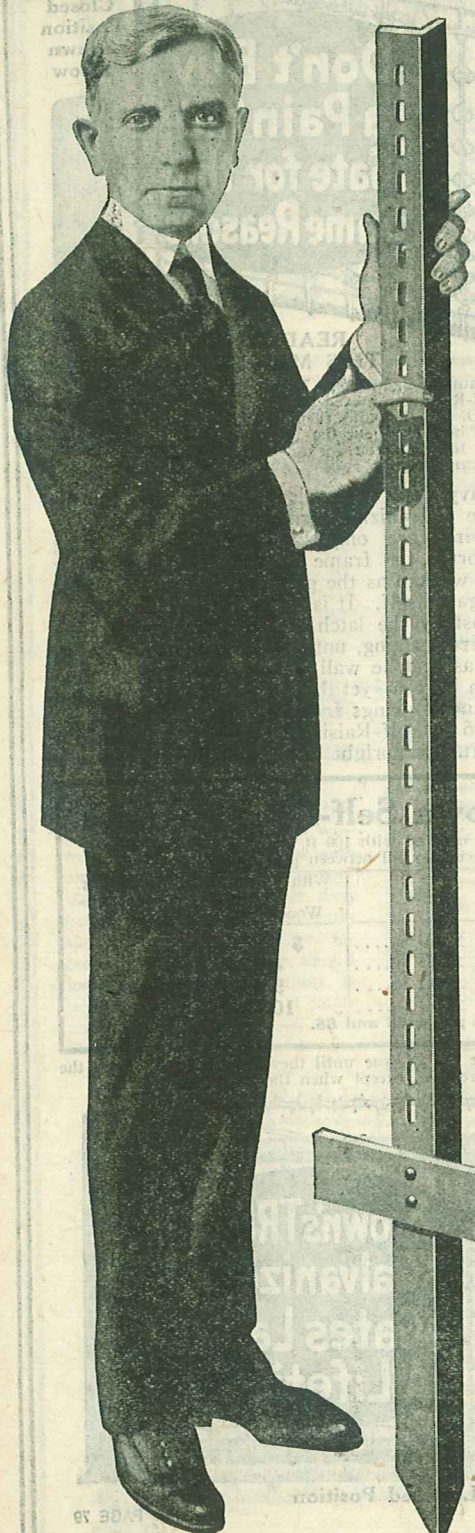
Brown's TRIPLE
Galvanized
Gates Last
A Lifetime.

Brown Self-Raising Gate in Closed or Lowered Position

PAGE 79

DIRECT FROM FACTORY

Here's My "Angle" Post



If you need posts here's the best value for your money—it's the biggest post value, quality and price considered, that has ever been offered to the American farmer. With these Steel Posts you have no post holes to dig—they drive like a stake in any kind of soil and their big, broad surfaced Anchor Plates make them firm and rigid.

When I first began making these Carbon Steel Angle Posts a few years ago, and offered them at the low price my Direct from Factory plan makes possible, farmers everywhere were quick to recognize the superior value of this Bigger, Better, Heavier Steel Post. Their popularity swept the country like wildfire and today thousands of farmers are enjoying the satisfaction that comes to the man who builds his fence with Brown's Carbon Steel Angle Posts.

Wood Posts are a thing of the past—they are too expensive and rot out and need replacing in a few short years. My Big Steel Angle Posts last a lifetime—they won't rust out—won't break off. They make the neatest, staunchest fence that you can build; and at my low prices they are the cheapest posts you can buy.

A Bigger, Heavier Steel Post

My Angle Steel Posts are bigger and heavier than ordinary steel posts and they are painted with a rust-resisting compound that defies all kinds of weather and wear—they won't rust out—won't break off nor bend at the ground line. Once you build a fence with my Angle Steel Posts, your post question is settled for all time—no more replacement—no more repair expenses. Note, too, that these posts are pointed—easy to drive in any kind of soil—big anchor plates keep them upright and firm.

Some manufacturers don't point their posts or equip them with anchor plates. I do, because I wouldn't buy a post without these features and I know my customers don't want posts without them either. It costs considerable more to make them that way but it's the RIGHT way to make steel posts and you know Jim Brown doesn't make anything that isn't made RIGHT. I know what farmers need and I try to give them exactly what they need and want. Read more about these posts on the next page.

Staple Fastener FREE!



The handy stapling tool shown on this page is given ABSOLUTELY FREE with every order for my "Angle or Tee" Posts. With this handy tool you can clinch your staples in a "jiffy"—you don't need any other tool—and remember, I give you one FREE with your order for Steel Angle or Tee Posts.

No
Holes
to Dig

Fire &
Lightning
Proof

Drive
In Like
a Stake

Look
Better
Last
Forever

Cheaper
Than
Wood

Freight
Paid

Made of Carbon Steel

Made of Carbon Steel

You know what Carbon Steel is—you know that railroads use carbon steel in making steel rails. Well, that's what my Steel Angle posts are made of and you can't get a stronger post regardless of how much you pay.

These wonderful steel posts are cheaper than wood because the first cost is the ONLY cost—they never have to be replaced. Then there is the labor cost to consider—you can put up a whole line of Angle Steel Posts quicker and easier than you can haul and scatter the same number of wood posts to say nothing of saving yourself the backbreaking job of digging post holes, setting, tamping, etc.

Make Your Farm Worth More

A farm fenced with my Steel Angle Posts will bring more money if you should want to sell and be worth more if you keep it. You can keep your fence rows burned off without injuring the posts—you can use every inch of land right up to the fence line. Appearance always adds value and neat fences are a big asset.

If you are going to put up new fence or if your wood posts are rotting off and need replacement order some of my Steel Angle Posts—they will satisfy you in every respect. I guarantee it. I honestly think they are the biggest dollar for dollar post value that you can possibly get; and I'm sure you'll agree with me when you see the posts.

Direct From Factory Prices

The low factory prices quoted below show you how economical it is to buy from Brown—where else can you get Big Extra Heavy Carbon Steel Posts like these for so little money? **And don't forget my low factory prices are freight paid prices. I PAY THE FREIGHT ON 30 POSTS OR MORE OR ON A SMALLER NUMBER IF SHIPPED WITH 30 RODS OR MORE OF FENCING.**

LOOK AT THESE REMARKABLE PRICES

Length of Post in inches	For Fences Height in inches	Price
60 inches	36 inches and under	23 ³ / ₄ cents each
66 "	42 " " "	26 " "
72 "	48 " " "	28 ¹ / ₂ " "
78 "	54 " " "	30 ¹ / ₄ " "
84 "	60 " " "	33 ¹ / ₄ " "
90 "	66 " " "	35 ¹ / ₄ " "
96 "	72 " " "	39 ¹ / ₄ " "
108 "	84 " " "	43 ³ / ₄ " "

End, Gate and Corner Posts shown on pages 86 to 89

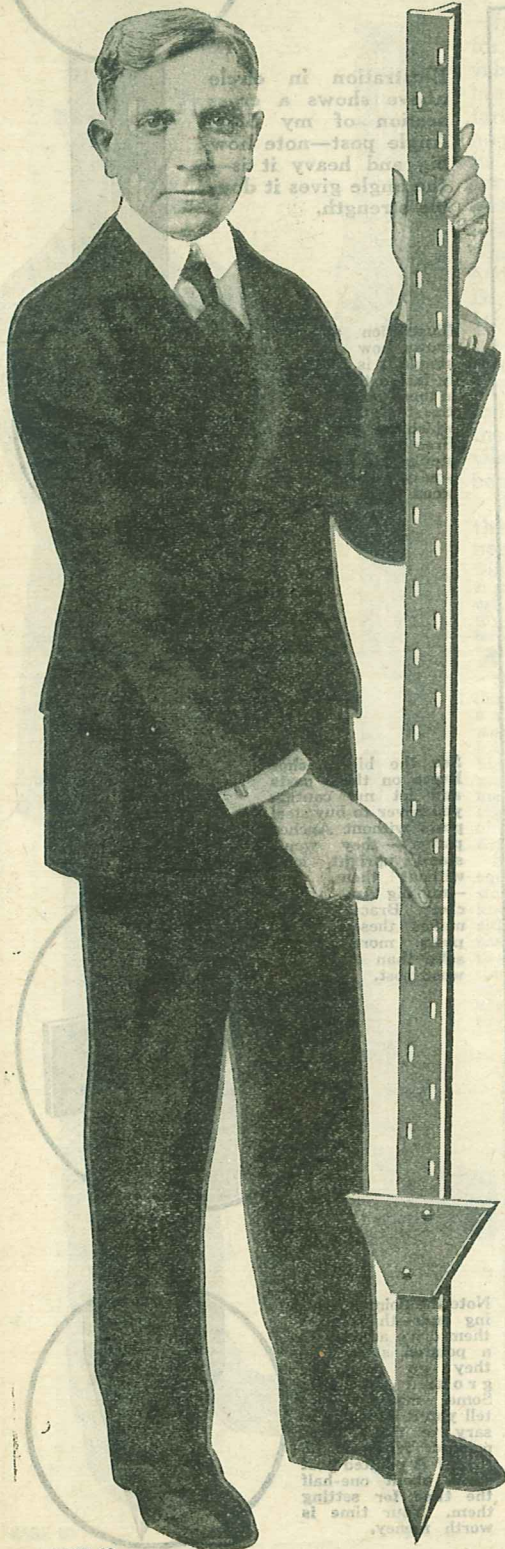
Illustration in circle above shows a cross section of my Steel Angle post—note how big and heavy it is—the angle gives it double strength.

Illustration at right shows how easy and simple it is to securely fasten the staples in these posts. With the staple fastener which we give you Free you can fasten staples as quickly as you can drive them in wood posts.

See the big Anchor Brace on these posts and let me caution you never to buy steel posts without Anchor plates—they won't stand upright long without them—my big Anchor Brace makes these posts more solid than a wood post.

Note the pointed driving ends—this makes them drive as easy as a pointed stake and they go into the ground straight. Some manufacturers tell you it isn't necessary to make them pointed. What do you think? A pointed post saves about one-half the time for setting them. Your time is worth money.

Here's My **"Tee" Post**



Some people prefer a "Tee" shaped steel post to an Angle Post. If you like the "Tee" Style best here it is, and believe me it's **SOME** post.

This big, heavy post is made of the same high quality carbon steel as my Steel "Angle" Post—covered with the same rust resisting paint—the only difference in the two posts is the shape.

Many farmers have a wrong impression of steel posts, and I don't blame them—in fact, many of the steel posts on the market today are hardly posts at all—a piece of gas pipe stuck in the ground would answer the same purpose. Jim Brown won't make or sell that kind of stuff.

I want to impress on you right now that my steel "Tee" Post is as different from ordinary steel posts as night from day. Here's a steel post that is a **REAL** post—it's built bigger and stronger—it's a 100 per cent quality post through and through—it's better than other posts and it costs less.

FIRST COST THE ONLY COST

When you consider the cost of fence posts, you have to include every possible cost of operation. These posts are easy to haul because they nest together and they are easy to set because they drive like a stake.

The hauling of wood posts is an expensive job, and digging holes is a back-breaking, torturous job that is worth any amount of money. With these steel posts you can drive your wagon along your fence row, stand in the wagon box and drive in your posts in a jiffy. You can put up a whole line of Brown Steel Posts quicker and easier than you can haul and scatter the same number of wood posts.

No matter how you figure these Steel Posts are much cheaper than wood, especially when you can buy them at the low prices my Direct-From-Factory Freight-Paid method of selling makes possible. Read more about my "Angle" and "Tee" Posts on next page and see my rock bottom prices.

**No
Holes
to Dig**

**Fire &
Lightning
Proof**

**Drive
In Like
a Stake**

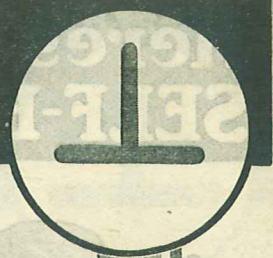
Staple Fastener FREE

The handy stapling tool shown on this page is given **ABSOLUTELY FREE** with every order for my "Angle or Tee" Posts. With this handy tool you can clinch your staples in a "jiffy"—you don't need any other tool—and remember, I give you one **FREE** with your order for single Angle or Tee Posts.

**Jim
Brown's
Steel Posts
Are The Most
Economical Posts
You Can Buy.**



Made of Carbon Steel



Brown's "Tee" Post is made of Carbon Steel—the same as the "Angle" Post. That's one of the big advantages Brown's Posts have over all others—the advantage of quality. Carbon Steel is the best material that can be used for steel posts.

Brown's "Tee" Post is a marvel for strength—it won't bend—won't break under the severest strain that can possibly be given a fence post. See the illustration at the right showing the features that make my "Tee" post so popular with those who appreciate quality and value.

WHY MY PRICES ARE LOWER

When you look at the prices I have made on these steel posts you may wonder how I can do it. When you compare them with what others are charging, you may think that others are overcharging. But the truth is, that while they may be overcharging, they can't help themselves—they buy from the manufacturer and jobber. They have to add their profit, selling cost, etc., to the price they paid the manufacturer, and you have to pay the bill.

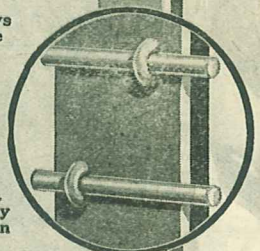
You save all this unnecessary expense when you buy from me because I have specialized on fence, gates and posts, and I sell direct from the factory to you. So it is a perfectly natural thing for my prices to be lower than those who deal through three or four channels before the posts get to you.

My prices are low because only one small manufacturer's profit is added to the cost of material, labor, etc.—this saving is considerable as you will see by my money-saving prices at the bottom of this page. Remember, too, these low prices are Freight-Paid prices.

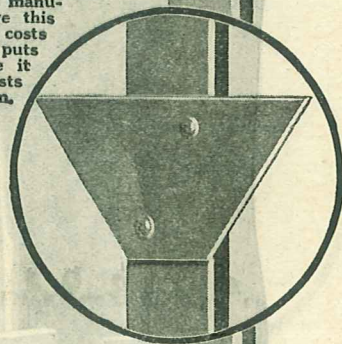
Freight paid on 30 or more posts or on less if ordered with other material.

Illustration in top circle shows how my "Tee" style posts look from the top. Built extra heavy, my "Tee" style post is one of the strongest posts ever built.

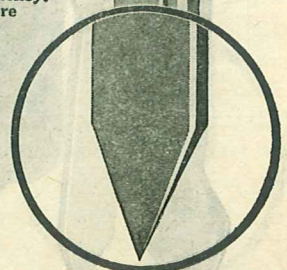
Picture at right shows how the wires are securely fastened with staples—you simply put staple over wire—insert it in opening in post and fasten with the Staple Fastener, which we give Free with every order of "Tee" posts. Just as quick and easy as driving staples in wood posts.



See the big broad triangular Anchor Brace, most manufacturers leave this off because it costs more. Brown puts it on because it keeps your posts rigid and firm.



Pointing posts costs money. All Brown Posts are pointed so they will drive straight and easy. Don't buy steel posts that are not pointed—you wouldn't try to drive a stake without pointing it—would you?



**Look
Better
Last
Forever**

**Cheaper
Than
Wood**

**Freight
Paid**

Remember Brown Pays the Freight

Length of Post in inches	For Fences Height in inches	Price
60 inches	36 inches and under	27 1/2 cents each
66 "	42 " " "	29 3/4 " "
72 "	48 " " "	32 1/2 " "
78 "	54 " " "	35 1/2 " "
84 "	60 " " "	38 " "
90 "	66 " " "	40 " "
96 "	72 " " "	43 1/2 " "
108 "	84 " " "	48 1/4 " "

End, Gate and Corner Posts shown on pages 86 to 89

Here's My New **SELF-FASTENER** Steel Posts

The Heaviest, Strongest Steel Post Made

Here's the post that is a real sensation—one that requires no staples or wire fasteners—the wire fastener is a part of the post and it's the handiest, most practical feature ever built into a steel post. My factory is the only one in the country that is able to make a post with this special feature for fastening the wires—manufacturers have always said it couldn't be done, but I have done it.

You never saw a steel post like this—never saw one equal to it—it's the biggest, strongest steel post ever built of carbon steel. Other steel post manufacturers marvel at it—they can't understand how it is possible for me to manufacture posts of such high quality and sell them at such low prices.

Of course, I couldn't sell them at my low prices if three or four middlemen had to tack on their expenses and profits to the price, but you know Jim Brown doesn't do business that way. When you buy anything from my catalog you know you are getting it for just the cost of the raw material and labor plus one small profit. That's the secret of how I am able to manufacture these Big Extra Heavy Carbon Steel Self-fastener Posts and sell them to my farmer friends at the remarkable low price quoted on the next page.

If You Want the Best Here It Is

If you want the best, strongest, most durable Steel Post ever built, here is the post you want. Build your fence with these posts and your post troubles are over. These Extra Heavy posts with their big, broad anchor plates stand as solid as a stone wall—they will never bend at the ground line or break—stock can push against the fence but these big sturdy posts won't budge. They won't rust because they are covered with a special rust-resisting paint that lasts indefinitely. You have your choice of "Angle" or "Tee" styles. Both styles have pointed ends and are easy to drive in any kind of soil.

These Extra Heavy, Extra Strong Self-fastener posts cost a little more money and are worth it—they are without a question of doubt the biggest steel post values ever offered to farmers. Read more about them on the next page and see my low Factory Freight-Paid Prices.

**No
Holes
to Dig**

**No
Staples
Needed**

**Drive
In Like
a Stake**

Made in both "Angle" and "Tee" Styles

No Staples Needed

When you build a fence with my Carbon Steel Self-fastener Posts you don't have to bother with twisting and winding the wires to fasten them to the posts. You don't even have to use staples—the illustration at the right shows how the wires are fastened—the fastener is a part of the post. The only tool you need is a hammer—just lay the wires in the protruding lips on the post and

One Smart Lick Does the Trick

This convenient arrangement for fastening the wires is one of the best features ever built into a steel post. The wires can never get loose—hogs can't root them out—they are locked in securely and yet very easy to loosen if you want to change the location of your fence; a slight tap of the hammer on the back side of the post will push the lip back so the wires can be lifted out.

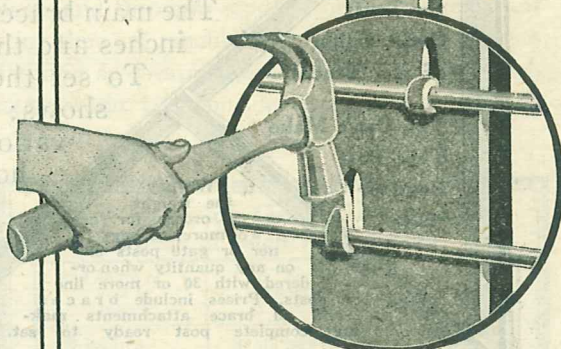
I have accomplished a good many things in the past 37 years that have been of benefit to my million customer friends, but my Self-fastener steel post will, I believe, be the most appreciated of all—it's a steel post without a fault.

You Can't Beat These Prices for Self-Fastener Posts

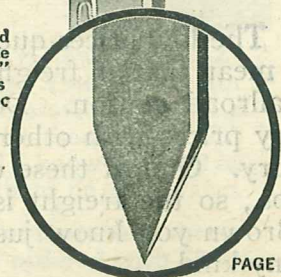
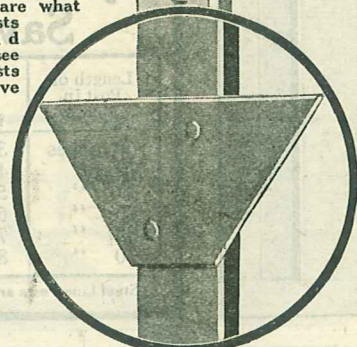
Length of Post in inches	For Fences Up To	Self-Fastener Angle Posts	Self-Fastener Tee Posts
60 inches	36 inches	25½¢ ea.	29¼¢ ea.
66 "	42 "	27¾¢ ea.	31½¢ ea.
72 "	48 "	30¼¢ ea.	34¼¢ ea.
78 "	54 "	32 ¢ ea.	37¼¢ ea.
84 "	60 "	35 ¢ ea.	39¾¢ ea.
90 "	66 "	37 ¢ ea.	41¾¢ ea.
96 "	72 "	41 ¢ ea.	45¼¢ ea.
108 "	84 "	45½¢ ea.	50 ¢ ea.

End, Gate and Corner Posts shown on pages 86 to 89

The two illustrations above show cross sections of the "Angle" and "Tee" styles—both posts are Extra Heavy and Extra Strong.



Both the "Angle" and "Tee" styles are provided with big, broad anchor plates with a big ground bearing surface. Anchor plates are what holds your posts firm and straight—see that the posts you buy have them.



The sharp pointed ends on both the "Angle" and "Tee" Self-fastener Posts makes them easy to drive, no matter how hard the soil. Time means money—pointed posts save time.

**Look
Better
Last
Forever**

**Cheaper
Than
Wood**

**Freight
Paid**

Jim Brown's "E-Z" End or Gate Post

Here's an End or Gate post made of carbon steel that is built heavy enough to always hold your fences tight and trim. It's braced like a steel bridge—the strongest construction that engineers have ever been able to devise.

The angle post is made of strong carbon steel, each angle 2 inches wide and $\frac{3}{8}$ of an inch thick—heavy enough to withstand several tons bending or breaking strain—several times the severest strain that is ever to be exerted upon it.

Note
the Truss
Construction
of the Braces.

You Can't Make
This Post
Bend or
"Give".

We pay
the freight
on orders for
4 or more end, cor-
ner or gate posts or
on any quantity when or-
dered with 30 or more line
posts. Prices include braces
and all brace attachments mak-
ing complete post ready to set.

The main brace is also of carbon steel and measures $1\frac{1}{2} \times 1\frac{1}{2} \times 3$ -16 inches and the other two braces measure $1\frac{1}{4} \times 1\frac{1}{4} \times 5$ -32 inches.

To set the posts assemble post and braces as illustration shows; you can then determine just where to make exca-
vations for the post and main brace. Make the post
hole 14 inches by 16 inches and 30 inches deep. The

excavation for the main brace should be 16 inches
wide, by 20 inches long and 18 inches deep.

Set the post and braces in position, then
pour in the concrete, letting the concrete
set and become thoroughly hard be-
fore stretching the fence.

These end and gate posts
give an added touch of
neatness and durability
to your fence that is
worth many times their
small cost.

See the Money My Factory Prices Save You

Length of Post in Inches	For Fences Height in Inches	"E-Z" End or Gate Post Complete
60 inches	36 inches	\$1.89
72 "	42 "	2.05
84 "	54 "	2.40
96 "	66 "	2.58
108 "	78 "	2.75
120 "	84 "	2.92

Steel Line Posts are shown on pages 80 to 85

I Guarantee That
You'll Be More Than
Pleased With My
"E-Z" End or Gate
Posts.

Don't Forget I Pay the Freight

The low prices quoted above are delivered prices—by that I mean that all freight charges are paid right to your nearest railroad station. Don't forget this fact when comparing my prices with others who quote their prices F. O. B. Factory. One of these end posts with braces weighs about 60 lbs., so the freight is quite an item. When you buy from Brown you know just what you have to pay—no extras of any kind.



Jim Brown's "E-Z" Corner Post

A chain is no stronger than its weakest link, neither is a line of fence any stronger than its corner and end posts. Unless you have a good staunch corner post—one that will stand the strain that the expanding and contracting of the wires forces upon it, your fence is bound to sag and bag.

My "E-Z" Corner Posts is one of the easiest steel corner posts to assemble and set ever built—and I believe it is the best. When the post and braces are set in concrete as shown in illustration below, there isn't a chance in the world for it to ever bend or give. Note how well it is braced.

Brown Fence, Brown Gates and Brown Posts make a combination that can't be beat. Just imagine Brown Fence erected on a foundation like this!

The post of carbon steel measures $2 \times 2 \times \frac{3}{8}$ inches, while the main braces measure $1\frac{1}{2} \times 1\frac{1}{2} \times 3-16$ inches. The other braces are $1\frac{1}{4} \times 1\frac{1}{4} \times 5-32$ inches—strong enough to stand several times the strain that is ever made upon it.

Here's a corner post without an equal—one that you'll never regret buying—it is honest value through and through—and at the low prices I am quoting they are much cheaper than concrete posts and almost as cheap as wood posts. In fact, much cheaper when you consider that they will never rot or wear out.

Just Think of Getting Posts Like These at Such Low Prices

Length of Post in Inches	For Fences Height in Inches	"E-Z" Corner Post Complete
60 inches	36 inches	\$2.73
72 "	42 "	2.91
84 "	54 "	3.45
96 "	66 "	3.61
108 "	78 "	3.78
120 "	84 "	3.97

Steel Line Posts are shown on pages 80 to 85.

You Never Saw a Neater, Stronger Corner Than My "E-Z" Carbon Steel Post

This illustration shows you exactly how the "E-Z" Corner Post looks when the fence is up. You can see for yourself that it would be practically impossible to make a post that was stronger or better braced than the "E-Z." I'm proud of my "E-Z" Corner Post and I know you will be just as proud of them when you use them on your farm.

We pay the freight on orders for 4 or more end, corner or gate posts or on any quantity when ordered with 30 or more line posts.

You Save All Profits of Middlemen When You Buy From Jim Brown

For Farm Fence

STEEL ^{~ END ~}_{CORNER} ^{~ GATE ~} POSTS



Ornamental
Tops for
these posts
75c each

I WANT your Brown Fence to look good when you put it up—I want it to always look good for years afterward, and that's why I have arranged to supply you with these big strong Extra Heavy and Extra durable Galvanized rust-resisting Corner, End and Gate Posts—posts that are strong and sturdy enough to stand the strain they have to bear without bending or breaking.

Made of Extra Heavy Galvanized Steel Tubing 3 Inches in Diameter

They are heavily galvanized—not only outside but inside as well—absolutely rust proof, can't burn, won't rot or break off at the ground level. They last a lifetime and when anchored in concrete will always keep your fence tight and trim. Because they last a lifetime and never need to be replaced they are much cheaper in the end than wood posts.

Freight Prepaid Prices on Steel End, Gate and Corner Posts

We pay the freight on orders for 4 or more end, gate or corner posts or on any quantity when ordered with 30 or more line posts.

Prices include braces and all brace attachments making complete post ready to set.

Ornamental Tops 75 Cents Each

Length of Post in Inches	For Fences Height in Inches	Galvanized End or Gate Post Complete	Galvanized Corner Post Complete
72 inches	36 inches	\$3.65	\$5.30
84 "	48 "	3.94	5.54
96 "	60 "	4.61	6.62
108 "	72 "	5.25	6.95

Ornamental tops for these posts 75c each.

NOTE—Steel Line Posts are shown on pages 80, 81, 82, 83, 84, 85.

Your end and corner posts are the foundation of a well erected, trim looking fence. They must be well braced and able to withstand heavy strains. Brown's End, Gate and Corner Posts will make any fence better.

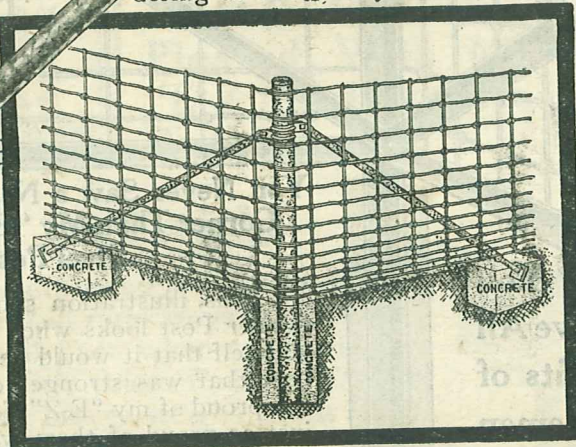
See my Money Saving Direct From Factory Freight Paid prices.

These Steel End, Gate and Corner Posts are guaranteed to be excellent value for your money. The tubular construction makes a strong post without excess weight. Galvanizing both inside and out adds years and years of service. You take no risk in ordering as many as you need.

Jim
Brown's
Low
Factory

Freight Prepaid Prices
Save You All Profits
of Middlemen

Note Method of
Double Bracing Corner Posts



For Lawn Fence

STEEL ~ END ~ CORNER & GATE POSTS

HERE is a Corner, End and Gate Post made especially to go with any style of lawn fence. They harmonize perfectly with the fencing and make a very neat and beautiful fence.

These posts are extra strong and sturdy—they are two inches in diameter and heavily galvanized so they will outlast any wood post. They anchor permanently and enable you to stretch your fence good and tight and it ALWAYS STAYS TIGHT.

My Prices Make It Easy To Buy

My low prices quoted below show how much you can save by buying direct from my factory with all freight charges prepaid. By comparing my prices on posts and fence with what you would have to pay elsewhere you can see how you can get a high quality lawn fence and steel posts for less than you would have to pay elsewhere for ordinary lawn fence and wood posts. In other words by buying your lawn fence at my low Factory Freight Paid prices you save enough to practically get these beautiful steel posts for nothing.

Nicest Fence In Town

Dear Sirs:

I received fence posts and gates in fine condition and have same installed for some time and will say it is the nicest looking fence in Somers Point, N. J. I recommended your material to several others whom you will no doubt hear from.

Louis
Sanzenbacher
3319 Potter St.
Philadelphia,
Pa.

Line posts are shown on pages 80 to 85 of this catalog. Either style can be used with these end, corner and gate posts and by using Brown Fence, Brown Posts and Brown Gates, you will have a combination which will last a lifetime.

Freight Prepaid Prices on Steel End, Corner and Gate Posts

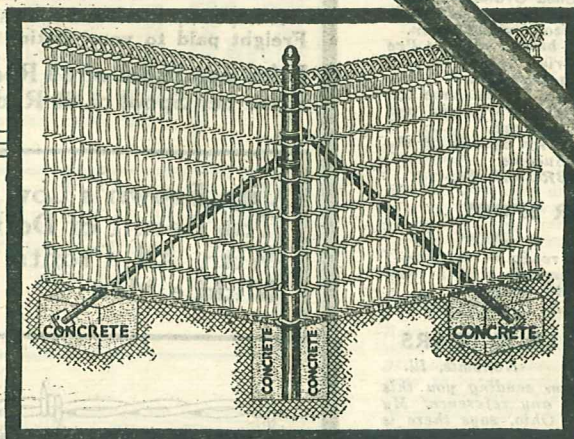
We pay the freight on orders for 4 or more end, corner or gate posts or on any quantity when ordered with 30 or more line posts.

Prices include braces, all brace attachments and ornamental top, making complete post ready to set.

Length of Post in Inches	For Fences Height in Inches	Galvanized End or Gate Post Complete	Galvanized Corner Post Complete
60 inches	36 inches	\$2.53	\$3.84
72 "	48 "	2.68	4.07
84 "	60 "	2.82	4.29

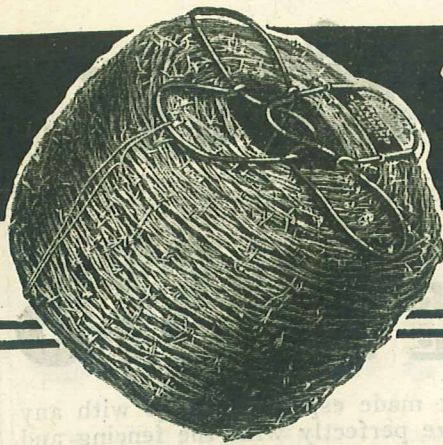
These posts are especially adapted to lawn fencing.

A Beautiful and Durable Post Adds the Finishing Touch to Your Fence



Above Illustration Shows Application as a Corner Post





BarbWire

Brown Special 2-Point Barb Wire



The Brown Special, 2-point long distance barb wire is made of two No. 14 Galvanized Basic Open-Hearth wires, twisted together with barbs for hogs 3 inches apart and for cattle 5 inches apart.

It is put up in 80-rod spools and sold by the spool.

Freight paid to your station on 3 spools or more.

Price per Spool of 80 Rods, Cattle..... \$2.45
Price per Spool of 80 Rods, Hogs..... 2.65

Brown Special 4-Point Barb Wire



The Brown Special, 4-point long distance barb wire is made of two No. 14 Galvanized Basic Open-Hearth wires, twisted together with barbs for hogs 4 inches apart and for cattle 6 inches apart.

It is put up in 80-rod spools and sold by the spool.

Freight paid to your station on 3 spools or more.

Price per Spool of 80 Rods, Cattle..... \$2.91
Price per Spool of 80 Rods, Hog..... 3.05

Perfection 2-Point Barb Wire



Perfection 2-point barb wire is made of two No. 13 Galvanized Basic Open-Hearth wires, twisted together with barbs for hogs 3 inches apart and for cattle 5 inches apart.

It is put up in 80-rod spools and sold by the spool.
Freight paid to your station on 3 spools or more.

Price per Spool of 80 Rods, Cattle..... \$2.90
Price per Spool of 80 Rods, Hog..... 3.15

**Jim Brown's Low Prices Are
The Result of Doing Away
With All Profits of
Middle Men**

WE PAY THE FREIGHT

My Prices Tell How Much You Save

If you have bought barb wire recently, I won't have to say much to you about the values I am offering now, because my prices will give you all the money saving facts you need to be convinced. We are doing an enormous business in barb wire and we can afford to take a small profit on each spool. The barb wire shown on these two pages is priced so that you will find it to your advantage to buy all you need now and all you will need for months to come.

My Barb Wire, like every other Brown product, is "Quality Made"—it isn't built to "meet a price" but made as good as we know how to make it and sold direct to you with only one small manufacturer's profit added—hence the low prices.

CATTLE CAN'T BREAK THROUGH

Dear Mr. Brown: Casa Grande, Ariz.
In the past nine years we have bought considerable barb wire from you, both here in Arizona and Oregon. I have failed yet to find a wire any better. Where I've used your barb wire are range countries, and it takes a real wire to keep range stock from going thru. Most wire will break under the strain, but we have had old range bulls jump on and over your Perfection and Standard wires and have yet to find a break. So, I must endorse Jim Brown's wire as one of the very best.
Yours for Success,
ROSS D. BROWN, Box 151.

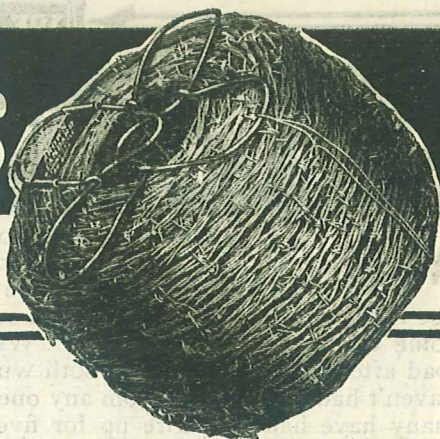
SAVED 50 CENTS PER SPOOL

Gentlemen: Magnet, Ind.
The barb wire that I ordered was really better than I expected. It cost me 50c less on the roll than I could do here.
Yours very truly,
R. L. LANGDAN.

GALVANIZING GOOD AFTER 25 YEARS

Dear Sirs: Nokomis, Ill.
Your reputation is such that I am sending you this check for this order without asking any reference. My brother who lives in Scioto County, Ohio, says there is some of your barb wire on his farm, bought by his father-in-law, that has been there for 25 years, and the galvanizing is good yet. That is good enough for me.
J. Y. CRICKENBERGER.

and Staples



Standard 2-Point Barb Wire

The standard 2-point barb wire is made of two No. 12 Galvanized Basic Open-Hearth wires, twisted together with barbs for hogs 3 inches apart and for cattle 5 inches apart. It is put up in 80-rod spools and sold by the spool.

Freight paid to your station on 3 spools or more.

Price per Spool of 80 Rods, Cattle..... \$3.25

Price per Spool of 80 Rods, Hog..... 3.47



Standard 4-Point Barb Wire

The Standard 4-point barb wire is made of two No. 12 Galvanized Basic Open-Hearth wires, twisted together with barbs for hogs 4 inches apart and for cattle 6 inches apart. It is put up in 80-rod spools and sold by the spool.

Freight paid to your station on 3 spools or more.

Price per Spool of 80 Rods, Cattle..... \$3.48

Price per Spool of 80 Rods, Hog..... 3.77

Save Big Money on Staples

- 1 inch, 108 staples to the pound.
- 1 1/4 inch, 85 staples to the pound.
- 1 1/2 inch, 70 staples to the pound.
- 1 3/4 inch, 60 staples to the pound.
- 2 inch, 55 staples to the pound.

Price per keg (100 pounds).... \$4.10

Price per 10-pound package... .49

Price per 15-pound package... .74

Price per 20-pound package... .98

Price per 25-pound package... 1.22

Price per 50-pound package... 2.25

Freight paid with other material.

Made
of
No. 9
Wire

**Jim Brown's High Quality Plus
Low Direct From Factory
Prices Means a Double
Saving**

DIRECT FROM FACTORY

My Quality Guarantees Your Bargain

As I have said repeatedly a low price in itself means absolutely nothing. If you bought a horse for \$5 and in a week had nothing but a carcass on your hands you would have gotten a bargain if you considered the price only. But when you considered service, you would feel that you were "stung." And that is true of fencing and barb wire or anything else. I know that this barb wire is a lot higher quality than you ever expected to get at anywhere near the price.

We pay the freight on 3 spools or more, or on any quantity when shipped with 30 rods of fence.

BETTER BARB AT ONE-THIRD LESS

Gentlemen:— Canton, Miss.
Some time ago I ordered six spools of wire which I received promptly and I think it is the best for the money that I ever saw. If I would have bought this wire in my home town it would cost me one-third more.

Yours very truly,

B. C. PIERCE

WELL PLEASED AND SAVED \$23.00

Gentlemen: Kennan, Wisc.
I received my barb wire in good shape and we are well pleased with the wire. We saved about \$23.00 on the barb wire. Thanks for the prompt shipment and when in need of more wire or fence will order from you.

Very truly yours,

CHARLEY KNIGHT,

P. O. Box 13.

SAVED \$2.00 A SPOOL

Gentlemen: Paola, Kansas.
I received my 30 rods of No. 01047 and 2 rolls of Brown's Special Hog 2 pt. Barb Wire all O. K., and am more than pleased with it. In fact I was surprised to get such good fence and barb wire at that price. I saved over \$2.00 a spool on the barb wire and I would have to pay 70c and 75c per rod for wire here much lighter in weight. Will remember you when in need of more goods.

Yours very truly,

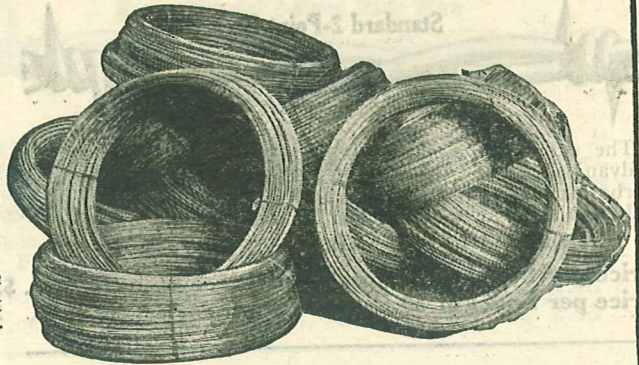
E. S. HARNDEN,

Rt. 6, Boz-O.

WE PAY THE FREIGHT

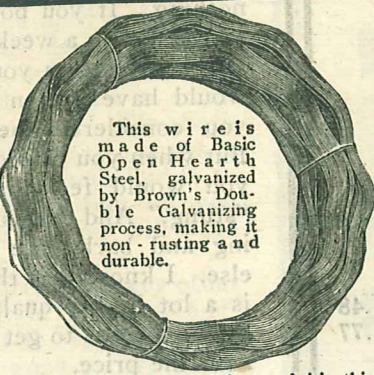
Bargains In Smooth Wire

WHEN you buy smooth wire you want it just as high quality as you can possibly get. No matter what you are going to use it for you don't want it to rust out and become worthless in about a year. We sell carload after carload of this smooth wire and we haven't had a complaint from any one although many have had this wire up for five, ten and even fifteen years. And what is true of this smooth wire is true of the coiled spring wire and Brown's brace wire. In each case they are made of Open Hearth Steel heavily double galvanized the Brown way which makes it non-rusting and practically wear and weather proof.



Brown's Hard Coiled Spring Strand Wire

If you build a fence with Brown's Coiled Spring Wire you have a fence you can bank on—a fence that will stand tight and trim Winter and Summer—year after year. The "Wave" or "Crimps" are put into this wire by a special process that makes it impossible to pull it out with a wire stretcher and it's this elastic spring tension that allows the wire to expand and contract with heat and cold and ALWAYS STAY TIGHT. The tensile strength of Brown's Coiled Spring Wire is double that of ordinary soft wire of the same size.



This wire is made of Basic Open Hearth Steel, galvanized by Brown's Double Galvanizing process, making it non-rusting and durable.

Look at These Prices Price of Coiled Spring Strand Wire

No. 9.....	\$3.96
No. 10.....	4.01
No. 11.....	4.06

We pay the freight on 200 lbs. or more.

Double Galvanized Open Hearth Steel Smooth Wire

Here's a grade of smooth wire you can bank on because it's "Brown Quality." It's made from Basic Open Hearth Steel—Double Galvanized by the Brown Process—the same galvanizing that has made Brown fencing famous the country over for its long wearing, non-rusting qualities.

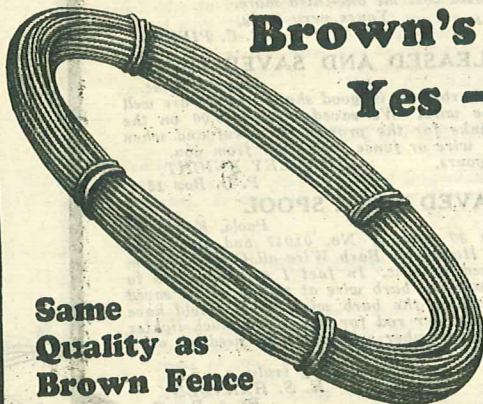
Look at These Freight Paid Prices

	Price 100 lbs.
No. 9.....1700 Ft. per 100 lbs.....	\$3.85
No. 10.....2050 Ft. per 100 lbs.....	3.90
No. 11.....2575 Ft. per 100 lbs.....	3.95
No. 12.....3350 Ft. per 100 lbs.....	4.05
No. 13.....4475 Ft. per 100 lbs.....	4.20
No. 14.....5850 Ft. per 100 lbs.....	4.40

We pay the freight on 200 lbs. or more.

Brown's Extra Strong Brace Wire

Yes — It's Brown Quality — Even at These Prices!



Same Quality as Brown Fence

My Brace wire is EXTRA HEAVY AND EXTRA STRONG. You can twist it until it sings like a bow string without breaking it. It is made of No. 9 Gauge Open Hearth Steel Wire—Double Galvanized. Be sure when ordering fencing to include enough brace wire to brace your end posts and hold them rigid—it costs little and insures you a neat, non-sagging fence. This wire runs about 17 feet to the pound and is put up in 5, 10, 15, 20, 25, 50 and 100 lb. coils.

PRICE OF BRACE WIRE

10 lb. Coils.....	\$.48 each
15 lb. Coils.....	.72 each
20 lb. Coils.....	.96 each
25 lb. Coils.....	1.20 each
50 lb. Coils.....	2.16 each
100 lbs.	3.85 each

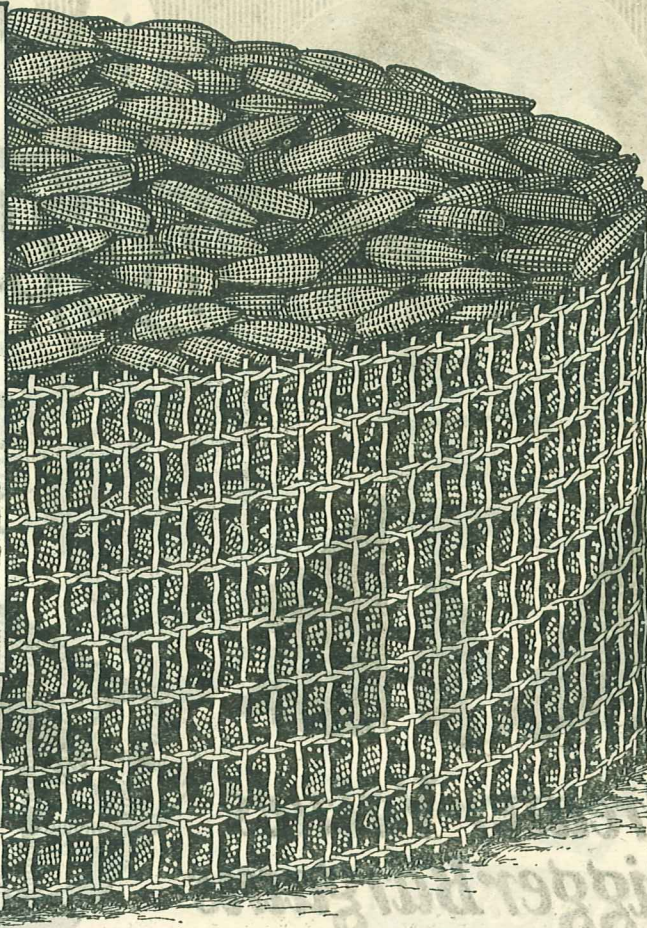
Store Your Extra Corn in Brown's Wire Mesh Cribs.

These wire mesh cribs are very popular throughout the corn belt. For temporary storage of extra corn or for convenient storage space in your feed lot these cribs are ideal. Made of heavy No. 11 upright wires spaced $1\frac{1}{2}$ inches apart; No. 13 cabled line wires spaced 6 inches apart; all Double Galvanized—will last for years. After corn is removed crib can be rolled up and put away for another season. Special bolt splices supplied which permit of easily and securely fastening the ends. Can't slip, buckle or get out of shape.

50 ft. size capacity 400 bushels \$5.62

75 ft. size capacity 600 bushels \$8.42

Freight paid on 2 cribs or when ordered with other material.



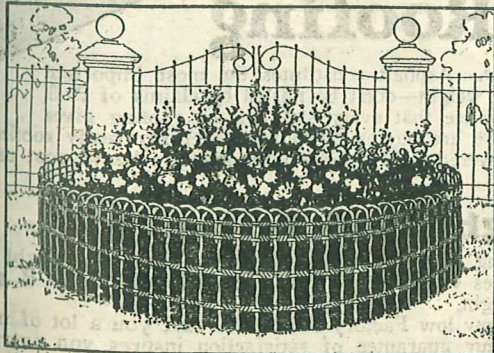
Brown's Wire Trellis For Climbing Vines

Much more durable, artistic and economical than a wooden or lattice trellis. Can be used on porches, side of building or any place where a climbing vine is grown. Substantial and artistic. Made of heavy No. 9½ Upright wires twisted to make rigid frame. Cable wires No. 13. All Double Galvanized. Furnished in 18 and 24 inch widths.

Price, 18-inch width $53\frac{1}{4}$ ¢ per foot

Price, 24-inch width $63\frac{1}{4}$ ¢ “ “

Freight paid when ordered with other material.



FLOWER BED GUARD

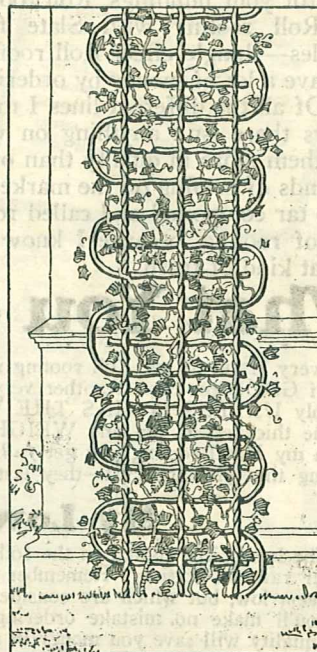
Protect your flower beds and add to the artistic beauty of your lawn with Brown's Flower Bed Guards. They cost only a few cents per foot and add much to the appearance and neatness of your grounds.

The picket wires are No. 9½, cabled line wires are No. 13—all Double Galvanized. Very rigid and indestructible. Furnished in 16 and 22 inch heights.

Price, 16 inches high 7 ¢ per foot

Price, 22 inches high $81\frac{1}{4}$ ¢ “ “

Freight paid when ordered with other material.





I Save You Big Money on My

Greater Values Bigger Bargains

It makes no difference what kind of a roof you want for your buildings, Roll roofing with rubber finish—Roll roofing with Slate finish—Slate surfaced shingles—shingle effect Roll roofing or Metal roofing you can save a lot of money by ordering it from this catalog.

Of all the different lines I manufacture and sell to my customers there isn't anything on which I can save them more, or give them more in quality than on roofing. There are lots of different kinds of roofing on the market—some are only paper, covered with a cheap tar compound and called roofing. Needless to say, I don't make that kind of roofing, because I know my customers haven't any money to waste on that kind of trash.

What You Get In My Roofing

Every brand of my Roll roofing is ASPHALT roofing—not coal tar. Asphalt constitutes the most important part of GOOD roofing. Another very important thing in Roll roofing is weight—don't be misled by claims of 2, 3, or 4 ply UNLESS IT HAS THE WEIGHT TO BACK IT UP. Notice that every style of my roofing gives you the thickness in ply and WEIGHT ALSO—you know just what you are buying when you order my ready roofing. In my Metal roofing you get full gauge metal sheets and they are covered BOTH sides with an extra heavy coat of galvanizing that prevents rust—they last a lifetime.

My Low Prices are Freight Paid Prices

The low prices quoted on the following pages are all you pay—nothing extra for freight, because I pay the freight right to your railroad station. Remember that fact when comparing my prices with others. Don't be misled by F. O. B. prices that seem low, but which are considerably higher after you pay the freight.

You'll make no mistake ordering your roofing from this catalog—my low Factory Prices will save you a lot of money—the quality will save you money in replacement after a few years and my guarantee of satisfaction insures you extra big value for your money. Make up your roofing order NOW.

Jim Brown.



I PAY THE
FREIGHT and

METAL AND READY ROOFING

More Than Pleased

Gentlemen:—
The roofing I bought from you is the best I ever laid. It lays as smooth as a planed board. I saved at least \$13.00 besides the freight.

Thomas Shall,
Woodstown, N. J.

Here's What They Say About My Roofing

Best Quality & Price

I wish to let you know that the roofing I ordered of you arrived a few days ago. My landlord says he has handled a lot of roofing, but this is the best yet. It sure fills the bill, in quality and also in quantity and price.

Andrew Walker,
Clatonia, Nebr.

\$40.00 Worth Saving

The 50 rolls of roofing came all O. K. We are well pleased with it. We saved just about some \$40.00 or over. Thank you for your prompt shipping.

Wm. F. Stimmel,
Souderton, Pa.

Gentlemen:—

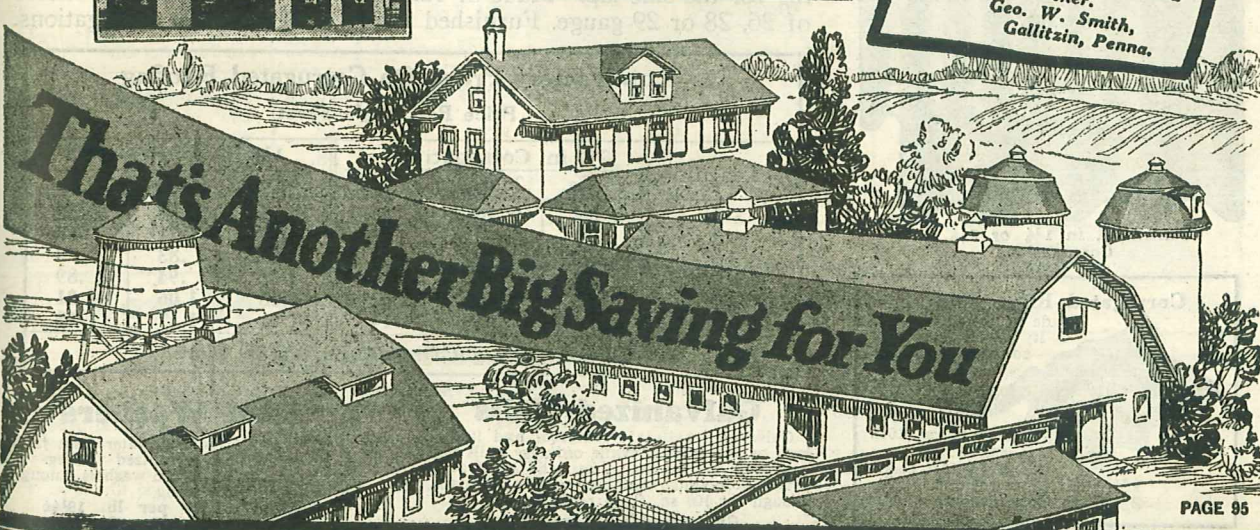
The roofing arrived O. K. It sure makes a fine roof. I think it is the best I ever put on.

Frank Benninger,
Central Station, W. Va.

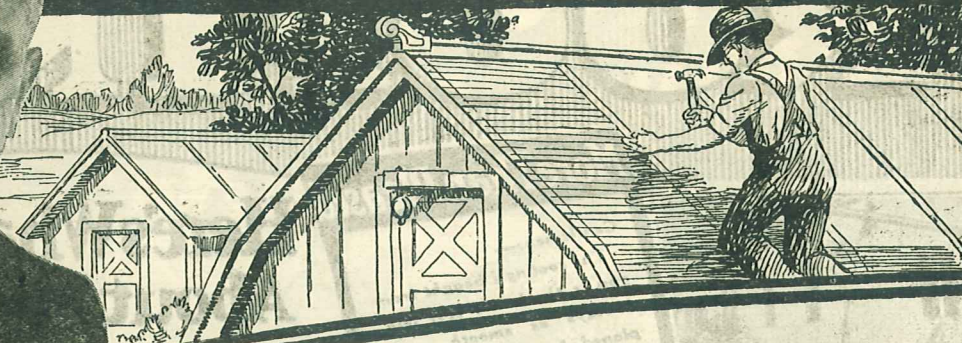
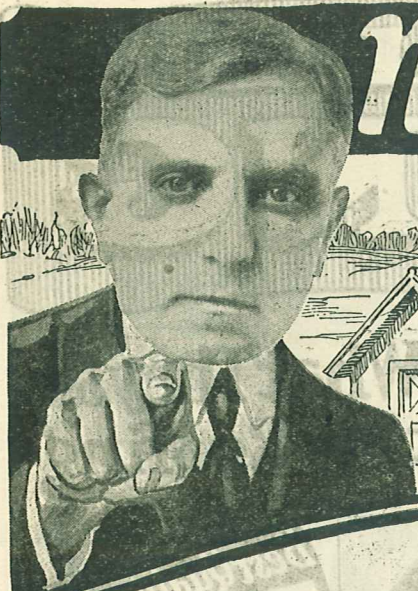
Will Use No Other

I received my order of Roofing all in fine shape. Thank you for your promptness in the way you handled my order; also I assure you I will recommend your roofing to all I come in contact with and will use no other.

Geo. W. Smith,
Gallitzin, Penna.



Now I Can Save You



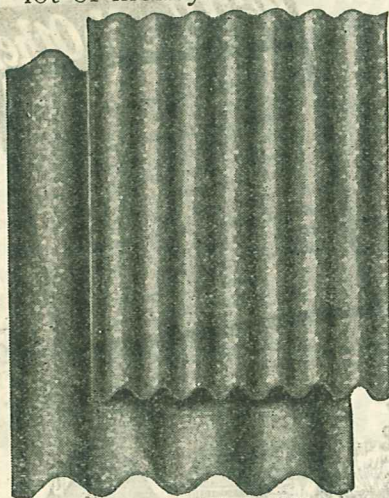
Every Sheet Is HEAVILY GALVANIZED

For several years past I have been planning for this announcement—I knew that Metal Roofing properly made was the ideal roof for certain types of buildings, but I was not satisfied with just *ordinary* Metal Roofing—I wanted to give my customers Metal Roofing that was BETTER—just as my other products are better than the ordinary kind. Now I have it—Metal Roofing that will protect your buildings from lightning and flying sparks—Metal Roofing that is made from best quality Open Hearth Sheet Steel—Metal Roofing that is rust-proofed with a HEAVY coat of Galvanizing on BOTH sides—the kind that will last a lifetime. It's A-1 Quality through and through and my low Freight-Paid Factory prices will save you a lot of money.

Jim Brown

Corrugated Metal Roofing

You'll say this is the finest piece of corrugated roofing you ever saw—it's just the kind of Metal Roofing you'll be proud to put on your buildings. This style also makes dandy siding for granaries, chicken coops, hog houses, etc. Made of Open Hearth Sheet Steel and rust-proofed on both sides with an extra heavy coat of Galvanizing. Each sheet is 26 inches wide and covers 24 inches after allowing for the side lap. Made of full gauge steel—no skimping, choice of 26, 28 or 29 gauge. Furnished with 1¼ or 2½ inch corrugations.



Furnished in 1¼ or 2½ in.
Corrugations

Corrugated Ridge Roll

Made of the same quality material as our corrugated roofing. Furnished with



1¼ or 2½ inch corrugations, 10 ft. lengths only.

Price Per 10 ft. Length
1¼ Inch Corrugations. 74c
2½ Inch Corrugations. 73c

Low Factory Prices On Corrugated Roofing

Price Per Single Sheet

Length	2½ in. Corrugations			1¼ in. Corrugations		
	26 Ga.	28 Ga.	29 Ga.	26 Ga.	28 Ga.	29 Ga.
5 ft.	\$.64	\$.59	\$.55	\$.66	\$.59	\$.55
6 ft.	.77	.71	.67	.79	.71	.67
7 ft.	.90	.83	.79	.92	.83	.79
8 ft.	1.03	.94	.90	1.05	.94	.89
9 ft.	1.15	1.06	1.02	1.18	1.06	1.01
10 ft.	1.27	1.17	1.14	1.31	1.17	1.13

We Pay Freight On 100 Sq. Ft. Or More

Galvanized Nails

Galvanized nails are rustproof and last as long as the roofing, while ordinary nails rust out in a year or so. The nails are 1¾ in. long; a pound contains about 125 nails, enough for 100 sq. ft. of roofing.

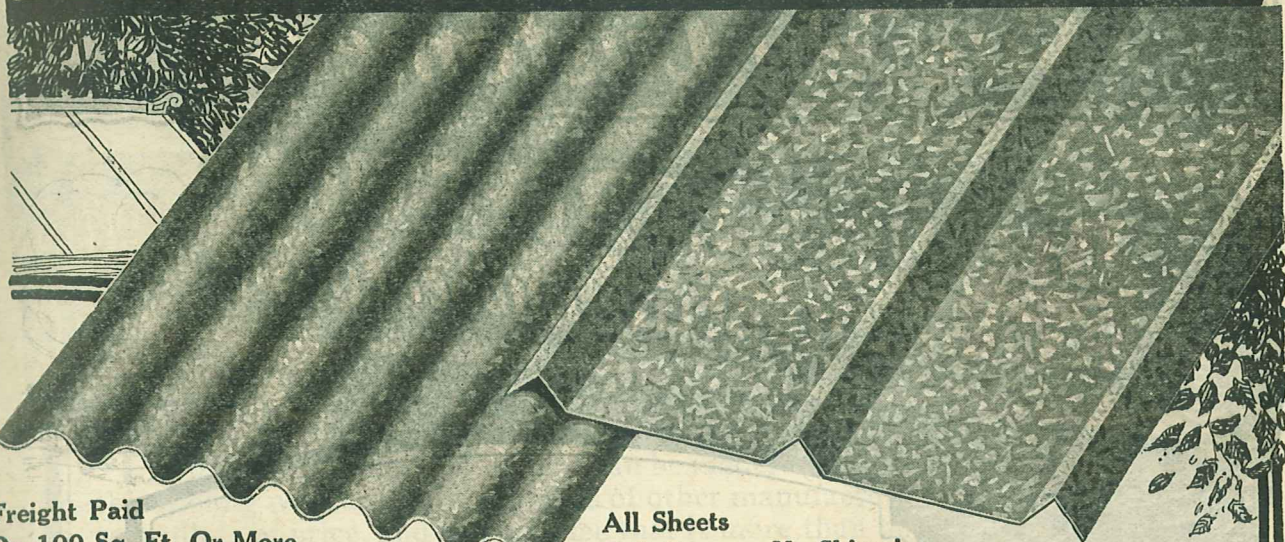
Galvanized Nails per lb. 9c

Lead Washers

Lead washers make a water tight joint on either style of Galvanized roofing. A pound contains about 325 washers, enough for 300 sq. ft. of roofing.

Lead Washers per lb. 19½c

Money On Metal Roofing



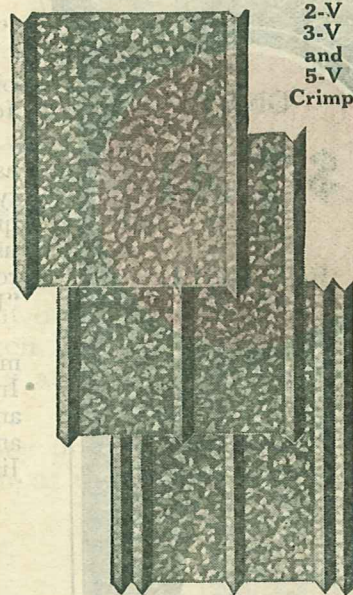
**Freight Paid
On 100 Sq. Ft. Or More**

**All Sheets
Full Gauge—No Skipping**

V-Crimp Metal Roofing

Here's a REAL sheet of Metal Roofing—made of heavy 26, 28 or 29 gauge Open Hearth Steel and covered with an extra heavy coat of rust resisting Galvanizing. Don't forget too, that all of my roofing is rust proofed on *both* sides, not only on one side. Either of the three styles of V-Crimp makes a very attractive and durable roof—it is a protection against weather, fire and lightning. It's easy to put on—saves you the expense of sheeting and lasts a lifetime. Each sheet is 24 inches wide from center to center of outside crimp—this allows for lap so each sheet actually covers a strip 24 inches wide. Furnished in 2-V, 3-V, and 5-V Crimp styles.

2-V
3-V
and
5-V
Crimp



Money Saving Prices On V-Crimp Roofing Price Per Single Sheet

Length	2-V Crimp			3-V Crimp			5-V Crimp		
	26 Ga.	28 Ga.	29 Ga.	26 Ga.	28 Ga.	29 Ga.	26 Ga.	28 Ga.	29 Ga.
5 ft.	\$.59	\$.54	\$.52	\$.61	\$.56	\$.52	\$.66	\$.60	\$.56
6 ft.	.71	.65	.63	.73	.67	.64	.79	.72	.68
7 ft.	.83	.76	.74	.85	.78	.75	.92	.85	.80
8 ft.	.94	.87	.84	.98	.89	.86	1.05	.96	.91
9 ft.	1.06	.98	.94	1.10	1.00	.95	1.18	1.07	1.02
10 ft.	1.18	1.09	1.05	1.23	1.11	1.06	1.30	1.18	1.13

We Pay Freight On 100 Sq. Ft. Or More

Plain Ridge Roll

For use with all styles of V-Crimp Metal Roofing, made of Standard Gauge heavily Galvanized Open-Hearth Steel, furnished in 10 ft. lengths only.

Price per 10 ft. length 53c

Wood "V" Sticks

For Use with V-Crimp Roofing
Wood "V" Sticks should be used under the outside Crimps of our V-Crimp roofing and the nails driven through these crimps. Each lineal foot of sheet requires one foot of stick. A 6 ft. sheet requires 6 ft., a 7 ft. sheet 7 ft., etc.

Wood "V" Sticks per 100 ft. 83c

How To Figure Number and Length Of Sheets Required

Divide the length of roof by 2—as each sheet covers a space 2 ft. wide. This will give you the number of sheets required to go across the roof; then decide on the proper lengths to reach from ridge to eaves. For example—if you have a plain roof 21 ft. from ridge to eaves 30 ft. long; dividing 30 by 2 will be 15 (the number of sheets required to go across your roof.)

Measure the distance from the ridge to the eaves

and add one foot to allow for end laps, then figure what lengths will answer your purpose. Adding one ft. to 21 would give you 22 and the best lengths to use would be 1—8 ft. and 2—7 ft. lengths. As it requires 15 sheets to go across the roof once, you would need 15—8 ft. sheets and 30—7 ft. sheets.

For a cyclone or gambrel roof measure from ridge to hip and then from hip to eaves and figure each one separately for correct length of sheets.

"Greatest Value Ever Seen" Say My Customers

Brown's PERFECTION Asphalt Roofing Rubber Finish



Here's Long Wear at Low Cost

"PERFECTION" is a good name for this roofing because it is an honest value clear through. It is suitable for any kind of a building and the attractive finish gives a very pleasing effect to the roof.

Its base is a high grade wool-felt treated and soaked in hot asphalt. And it is the care in manufacture, plus the high quality of materials used that give this roofing such long-wearing qualities. It has proven so satisfactory to everyone who has used it, that you can be absolutely sure that you are getting a roofing that will stand the test of service when you order "PERFECTION."

When you buy from Brown you get in direct touch with the manufacturer—cutting out the middlemen's profits and expenses. In other words, you get all of the high quality without paying an excessive price, because the entire transaction is between you and me. You pay one cost and one profit only. And you have Jim Brown's personal guarantee to bind the bargain.

Use 2 or 3 ply roofing for permanent roofs.

The Brown Fence & Wire Co.,
Cleveland, Ohio.

Gentlemen:—

Received the 10 rolls of Armor Coat in good condition. My carpenter said that the Armor Coat is the best Roofing that he ever put on a roof. I shall get some more in the fall.

Yours respectfully,
Herman Nadell,
Port Jeff. Sta., N. Y.

WE PAY THE FREIGHT

ON 4 ROLLS OR MORE

1 PLY	35 to 40 lbs. to roll	\$1.41
2 PLY	45 to 50 lbs. to roll	1.80
3 PLY	55 to 60 lbs. to roll	2.13

To lay roofing over shingles order 1 1/4 inch nails and add 10 cents per roll extra.

3/8 in. Nails and Cement Free. Each roll covers 100 sq. ft.

ONLY
\$1.41
PER ROLL



Remember: Freight Prepaid Means Another Saving

Brown's ELASTO

Asphalt Roofing Smooth Finish

"Best I Ever Used"
Says One of Our Customers

"ELASTO Roofing endures because it is one of the best grades of ready roofing that can be made. Compare this roofing with the highest grades of other manufacturers, regardless of price, and you will see that it more than holds its own on the basis of quality.

The foundation stock of Brown's "ELASTO" is a thick, specially treated sheet of wool-felt—tough and wear-resisting. This felt is treated with a special solution of liquid Asphalt—not coated but SOAKED in hot ASPHALT until every fibre of the felt is thoroughly saturated and covered. Then, while still hot, the sheet is given an external coating of asphalt on BOTH sides. The mineral coating is applied under heavy pressure and actually becomes a part of the sheet, making it absolutely rain-, snow-, wind-, acid-proof and fire-resisting.

"ELASTO" remains everlastingly the same. Lay it on any kind of building—house, barn, silo, hog-pen or chicken house and you will have as attractive and durable a roofing as you could want.

Quality like this at Jim Brown's direct-from-factory prices means a real opportunity to do a first-class roofing job, at very little cost on any buildings that need fixing up.

Use 2 or 3 ply roofing for permanent roofs.

ONLY
\$1.61
PER ROLL

WE PAY THE FREIGHT

ON 4 ROLLS OR MORE

1 PLY	35 to 40 lbs. to roll	\$1.61
2 PLY	45 to 50 lbs. to roll	2.02
3 PLY	55 to 60 lbs. to roll	2.38

To lay roofing over shingles order 1 1/4 inch nails and add 10 cents per roll extra.

3/8 in. Nails and Cement Free.
Each roll covers 100 sq. ft.

The Brown Fence & Wire Co.,
Cleveland, Ohio.

Gentlemen:—

I received my roofing in good condition. I feel that I saved at least one dollar on each roll by ordering from you and if I ever need any more roofing, I sure will send you my order for I know I would get the worth of my money. I certainly will recommend your roofing to all my friends.

Yours truly, A. B. Ingram,
Eton, Ga.

The 5 rolls of roofing received all O. K. and am more than pleased with them. Will tell you what I done by ordering from you. The 5 rolls of roofing would have cost me \$3.50 per roll here and 50 cents additional on each roll freight from Hendricks to Richford which would have totaled \$20.00, while they cost me only \$12.10 from you. So you will see what I saved by ordering from you.

Mr. H. C. Long, Gladwin, W. Va.



Jim Brown's Factory Prices Make the Best Roofing Cost But Little

ONLY
\$1.81
PER ROLL

**Brown's
DREADNAUGHT
Asphalt Roofing
Mica-Galvo
Finish**

For an Exceptionally Fine Roofing, Specify "Dreadnaught"

JUST as much strength and durability as can be put into a roofing are combined in this superlatively good one. Jim Brown's "DREADNAUGHT" laughs at all kinds of weather. It is built for long life and no action of heat, rain, snow and ice can break down its wear-resisting qualities. In addition to being a "bear for wear" it is a very handsome roofing, having the wonderful mica-galvo finish.

"DREADNAUGHT" costs a trifle more than other roofings but it more than offsets this extra cost by its superior quality and long wear.

Any roof covered with "DREADNAUGHT" means no repair bills for many years to come. It is high grade in every respect and will meet every roofing requirement with greatest economy and satisfaction. It is a roofing that I am proud to offer as more than a good roofing at a low price—a real investment in your buildings. It will pay you to use "DREADNAUGHT" permanent roofing.

Use 2 or 3 ply roofing for permanent roofs.

The Brown Fence & Wire Co.,
Cleveland, Ohio.

Dear Sirs:—

I received my order and will say that I am more than pleased. You have sure acted fair and square with me. It is the best fence and best roofing I ever saw. I just saved very near one-half on my order and do not forget that when I need more fence you will sell it to me.

Yours very truly,

E. L. Rambo,
Steubenville, Ohio,
R. F. D. No. 1.

WE PAY THE FREIGHT

ON 4 ROLLS OR MORE

1 PLY	35 to 40 lbs. to roll	\$1.81
2 PLY	45 to 50 lbs. to roll	2.17
3 PLY	55 to 60 lbs. to roll	2.58

To lay roofing over shingles order 1 1/4 inch nails and add 10 cents per roll extra.

3/4 in. Nails and Cement Free. Each roll covers 100 sq. ft.

Brown's ARMOR COAT

Slate Surfaced Asphalt Roofing



Here's the Last Word in a Strictly High Quality Roofing

IN "Armor Coat" I am offering to my customers what is positively the best roofing that it is possible to make. Nothing has been spared in quality of material used, weight and method of manufacture to make "Armor Coat" the best slate Surfaced Asphalt Roofing ever produced.

"Armor Coat" is a wonderfully fine looking roofing that will add beauty to any home. Both from the standpoint of appearance and quality "ARMOR COAT" slate surfaced roofing in either Red, Sea-Green or Gray-Black represents the ultimate in roofing. If you want the best that money can buy and at an extraordinary low price, you can be sure that "ARMOR COAT" will more than fulfill your highest expectation.

"ARMOR COAT" is weather-proof, water-proof, and practically fire-proof. The extra heavy wool-felt saturated in hot asphalt and the natural crushed slate surfacing are moulded together under tons of pressure, making a roofing that is practically indestructible.

FURNISHED IN RED, SEA-GREEN OR GRAY-BLACK.

**Be sure to state color wanted when ordering.
If no color is specified we always ship Green.**

ONLY

\$2.54

PER ROLL

WE PAY THE FREIGHT

ON 4 ROLLS OR MORE

Choice of RED, SEA-GREEN or GRAY-BLACK

$\frac{7}{8}$ inch Nails and Cement Free.

Each roll covers 100 sq. ft.

Weight 85 lbs. to roll.

Price \$2.54 per roll

To lay roofing over shingles order $1\frac{1}{4}$ inch nails and add 10 cents per roll extra.

Specify color wanted, otherwise we ship green.



Here's A Roof You'll Be Proud of

Brown's EVERITE Slate Surfaced Roofing

ONLY
\$2.28
PER ROLL

A Quality Roofing at a Money-Saving Price

In my "Everite" Brand of Slate Surfaced Asphalt Roofing, I am offering you a strictly high quality grade of roofing at a price that means a big saving for you. It is the same quality as "Armor Coat" shown on the preceding page but a trifle lighter in weight, and therefore lower in price.

"Everite" appeals strongly to those who want a roof that will give their buildings an attractive appearance—one that will give many years of service, and yet one that can be bought at a very economical price.

Remember, we have not sacrificed quality in any way to make the price low. "EVERITE" is just as fine a roofing as can be made, and in appearance and material it is the equal of any roofing made. While it is not quite so heavy as "ARMOR COAT" you will never have cause to doubt its durability.

Made in Red, Sea-Green and Gray-Black, so that you have your choice of colors.

WE PAY THE FREIGHT

ON 4 ROLLS OR MORE

Choice of RED, SEA-GREEN or GRAY-BLACK

$\frac{3}{8}$ inch Nails and Cement Free. Each roll covers 100 sq. ft.

Weight 75 lbs. to roll.

Price \$2.28 per roll

To lay roofing over shingles order $1\frac{1}{4}$ inch nails and add 10 cents per roll extra.

Specify color wanted, otherwise we ship green.



Brown's ^{ARMOR} ^{COAT} Asphalt Shingles

Choice of Red or Sea Green~

Slate Surfaced Shingles Whose Rich Colors Never Fade

THE same high-grade materials that are used in Brown's "ARMOR COAT" roll roofing are used in these handsome, durable "ARMOR COAT" Slate Surfaced Shingles. Their long wearing qualities make them last a life-time, and their beautiful colorings are permanent. They are unaffected by sun, wind, rain or snow.

The heavy wool-felt which forms the base of these shingles is thoroughly saturated with and surrounded by a coating of special water-proof asphalt. Then the Red or Green hard mineral slate is applied under heavy pressure and permanently imbedded in the asphalt. This makes a very heavy, weather-resisting surface; in fact, the longest wearing surface that can be put on ready roofing. The never-fading red or green Slate gives a beautiful effect.

Of course I want you to make your own choice from among the various roofings we carry, according to your own particular needs. But for your home or any permanent building where you want the utmost in beauty and durability,

you can make no wiser choice than "ARMOR COAT" Slate Surfaced Shingles. Put up four bundles to the square. Each square covers 100

square feet when laid 4 inches to the weather and $\frac{1}{2}$ inch apart.

Size of shingle $8 \times 12\frac{3}{4}$ inches. Use ordinary shingle nails for nailing.

State color wanted, otherwise we ship green.

Price Per Square
424 Shingles

\$6.73

Freight Paid
On Orders of One
Square or More.

Brown's ^{ARMOR} ^{COAT} 4 in 1 Shingles, Save Time and Labor~

Easy and Quick to Lay—Your Choice of Red or Sea Green

BROWN'S ARMOR COAT "4 in 1" Shingles are the same as the "ARMOR COAT" Shingles described above, except that instead of being made in separate shingles, four shingles are combined into one piece 10×32 inches. This saves time in laying them, while their effect on the roof is the same as separate shingles.

If you want to save time in roofing—or to keep down costs—this feature of the "4 in 1" Shingles will appeal to you. Like "ARMOR COAT" roll roofing, they are made of heavy wool-

felt, saturated and covered with special water-proof asphalt, into which Red or Sea Green hard mineral slate is imbedded under pressure. The colors are permanent. Your choice of Red or Sea Green. Put up 2 bundles to the square.

Each square covers 100 sq. ft. Use ordinary shingle nails for laying.

State color wanted, otherwise we ship green.

Price Per Square
112 Strips

\$6.22

Freight Paid
On Orders of One
Square or More.

MY NEW SLATE SHINGLE ROLL ROOFING



Now You Can Put on a Fire Resisting Shingle Roof That Looks Better and Costs Only Half as Much as Wood Shingles

I AM mighty glad to be able to offer my customers this new addition to my line of Quality Roll Roofings—a Slate Surfaced Asphalt Roll Roofing that gives buildings the appearance of being covered with red or green stained wood shingles. Beside giving the roof a beautiful appearance it is fire resisting and is

Approved by National Fire Underwriters

I wish it were possible for me to describe in words what a splendid roof this is—you've got to see this roofing to fully appreciate its attractiveness and EXTRA High Quality. I am making this Roofing as good as it is possible to make it.

I KNOW that my Fire Guard Shingle Roll Roofing will stand the test of time—I know so well how good it is that every roll is

Guaranteed 18 Years

The Guarantee Certificate at the right applies to every purchase of Fire Guard Roll Roofing. This Guarantee Certificate signed by Jim Brown is as good as a gold bond and you can rest assured when you buy this roofing that if it doesn't stand up just as claimed for it, that Jim Brown will make it right. If you want a roof that will last a lifetime—one that won't catch fire from flying sparks—one that will make your buildings look like they are covered with red or green stained shingles—the most attractive roofing money can buy and at a price you can't duplicate elsewhere, then send me your order for Fire Guard Shingle Roll Roofing.

(See Next Page for My Low Factory Prices)

GUARANTEE ~CERTIFICATE~

We guarantee Fire Guard Roofing, when laid according to directions, to wear 18 years. That is the least you can expect from this Roofing. If it does not wear 18 years I will refund to you for any number of years this roofing does not give you Service. This guarantee certificate applies to all purchases of Fire Guard Roofing.

Jim Brown



For Beauty, Economy^{and} Fire Protection-

You Cannot Equal
This

\$3.44
PER
ROLL

Weights
90 Lbs. to Roll

A New Roll Roofing With Shingle Effect

FIRE GUARD ROOFING is made with a base of imported asphalt, which is fire-resisting and absolutely weatherproof. It is heavier, tougher and thicker than ordinary roofing. It will not curl, crack or warp out of shape. It is covered with a thick covering of crushed slate imbedded in the asphalt under heavy pressure making it literally a part of the roofing.

Two Colors—Red and Green

The slate surface is furnished in your choice of Red or Green—be sure to specify color when ordering. The shingle pattern is made right in the roll, so when it is laid on the roof it looks exactly like stained wood shingles. See my low Direct From Factory Freight Paid Prices at the right.

When no color is specified, we ship Green

PRICES

We pay Freight on 4 Rolls
or More

Choice of RED or GREEN

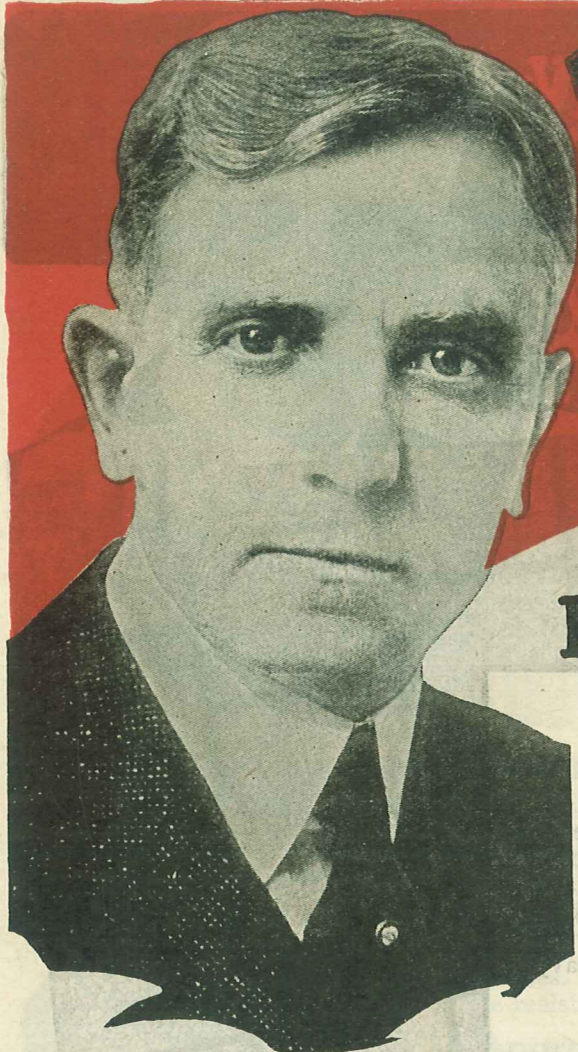
\$3.44 Per Roll

To lay roofing over shingles
order 1 1/4 inch nails and add
10c per roll extra.

3/8 in. Nails and Cement Free.
Each Roll Covers 100 sq. ft.
Weights 90 lbs. to the Roll.
Specify Color wanted, otherwise
we ship green.

BROWN'S "FIRE GUARD"
Slate SHINGLE Roll Roofing





PAINT UP!

WEARBEST PAINTS Make Your Buildings Look Better and Last Longer!

You won't need to put off that paint job any longer;—my low factory prices brings paint costs down so you can well afford to paint your new buildings or re-paint your old ones. You can't afford to let your buildings go unpainted—unless they are protected from the weather they quickly depreciate and you soon have big, expensive repair bills.

WEARBEST House and Barn Paint is GOOD Paint

Because WEARBEST Paint is low in price don't think it is "cheap" paint; the reason WEARBEST paint costs less than other high quality paints is because my Direct-From-Factory Freight-Paid plan cuts out all needless cost—it saves you the profits of jobber, wholesaler and retailer. That's why you can buy Wearbest Paints for just about half what you would have to pay for paint of similar quality in a retail store.

Notice my formula below—it shows you that Wearbest is a real QUALITY Paint. See the high percentage of Pure White Lead, Pure Zinc and Pure Linseed Oil that is used in Wearbest House Paint. I am glad to show you exactly what goes into WEARBEST Paints—I have nothing to hide—I know that these materials are the very finest that can be used to make a high-grade, long-wearing paint.

I use only the best of materials—they are mixed and ground by paint experts—the best in the country. I know Wearbest Paints are so good that I stand behind them with my own personal guarantee.

Read the endorsements of users on next page; then see my bargain prices on the following pages. You can save a lot of money by taking advantage of my low Freight Paid Factory price.

Jim Brown

Here's My Formula

Outside White. Based on Weights.

	Total	Solid	Liquids
White Lead and Zinc	38.4%	60%	
Barium Sulphate	16.0%	25%	
Magnesium Silicate	9.6%	15%	
Raw Linseed Oil	30.0%		86.5%
Turpentine and Dryer	6.0%		13.5%
	100.0%	100.0%	100.0%



Saved \$1.24 per Gal.

The house paint ordered from you reached me in fine shape. I am doing the painting myself. The quality of the paint is A No. 1—spreads very evenly and is easy to apply and shows a fine glossy coat when dry. The saving in cost is \$1.24 per gallon and the paint we get here don't seem to run as much surface to the gallon as your paint.

Yours very truly,
Thomas F. Redwood,
Kissimmee, Fla.,
R. R. No. 1

Buy Guaranteed Paint and SAVE MONEY

My Strong Paint Guarantee

WHEN you buy Paint from Jim Brown, you buy it with the same strong guarantee that you do our other products—that you get full value for your money and that the quality of paint is exactly as represented or money back.

I guarantee that WEARBEST Paints are made from approved formulas; of strictly high quality materials; ground and mixed by the most up to date and scientific methods.

I guarantee that if WEARBEST paint is applied according to our directions it will give excellent results—will cover well—will thoroughly protect the surface to which it is applied—withstand effects of the weather; in short, to be everything you expect when you buy first class, good quality paint.

I guarantee you complete satisfaction or your money back, providing you follow the directions placed on each container, and if, after you have applied a portion of any WEARBEST paint purchased of us, it is not entirely as represented, you can return the unused paint to us charges collect and we will refund all the money you paid us making no charge for the paint used.

Jim Brown



**FREIGHT
PREPAID**

Saves One Third

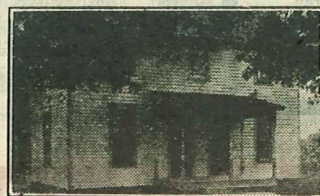
I will say first that your company puts out a first class paint. I also think the building which I painted looks 75% better after it is painted. I also want to state that I saved about 33 1/3% on the price of the paint. I am well pleased with the paint.

Fred C. Fietsam,
R.R. No. 2, Box 22, Marion, Ill.

Dries Hard and Glossy

I received my paint and applied it in March and will say as to quality I think it is unsurpassable and can be applied by anyone who can handle a brush. My house was weather beaten and rough. The house is 45 ft. square one story. Ten gallons gave it two good coats and the paint is perfectly glossy and hard. Doesn't rub off any.

T. D. Dorris, Westmoreland, Tenn.

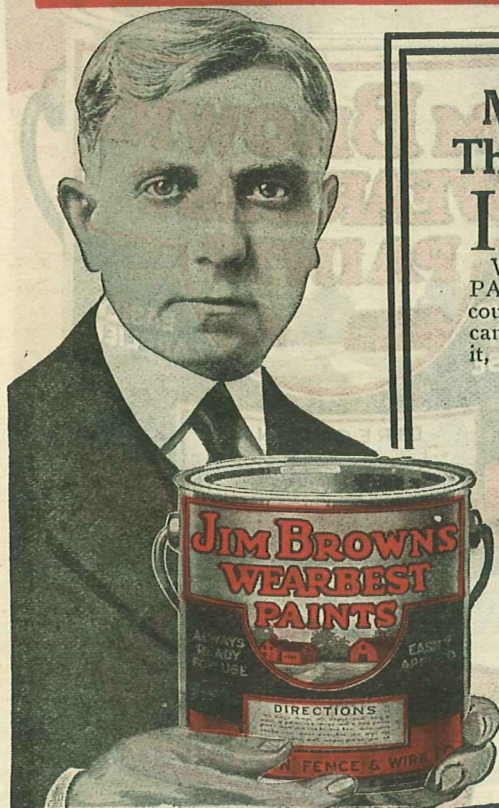


Will Use No Other

Gentlemen:—My painter (he has been painting for nearly forty years) says Brown's Wearbest Paint spreads and covers well and makes a nice white job. The inside paint and varnish is the equal of any he ever used. I estimate my saving at around \$50.00. The covering capacity of the outside paint is all you claim for it. This house has been built 46 years and has not been painted for nine years.

Yours truly,
D. C. Rankin, Tarkio, Mo.

House Paint



My Name Is On My Wearbest Paint That Means I Guarantee the Quality

I'M proud to put my name on WEARBEST PAINT—I know how it's made—I know it means a big saving for my customers and enables them to get the best paint money can buy.

When I went into the paint business I decided that WEARBEST PAINT must be better than ordinary paints—it had to be before it could bear the label of Jim Brown. I know my paint is the best paint that can be made and the reason my prices are so much lower is because it, like my Fence, Gates and Roofing, is sold "Direct From Factory To You," without any added expense of middlemen.

Wearbest House Paint Is Made Right

WEARBEST HOUSE PAINT is made right—I've assembled a complete paint plant—the best and most modern machinery, manned by men of wide experience in their work, grinding out paints made from formulas that call for materials of absolutely known value—there's no guess work about WEARBEST PAINTS—they are exactly what their name implies—they wear best and look best—not for just a few months, but for years and years. My formula printed on the preceding page shows why I can give such a broad guarantee with Jim Brown's WEARBEST PAINTS.

How to Figure Your Paint Order

Under average conditions our paint will cover 300 square feet to the gallon, two coat work. However, there may be cases where it may require from 10 to 15% more, if the surface is old and has never been painted before, or if it has been painted before and the surface is in poor condition.

For example, a house 30' wide x 45' long x 20' high would figure as follows: $30 + 30 + 45 + 45 = 150' \times 20' \text{ high} = 3,000 \text{ sq. ft. of surface. Divide this by } 300 \text{ sq. ft. of surface, equals } 10 \text{ gallons of paint required.}$

Notice—Please Read Carefully

Paint in larger packages costs less than in one gallon cans, because we give you the benefit of the saving in the cost of cans. Therefore you must pay the price per gallon we quote in the different size packages.

For example, if you ordered 27 gallons, you must pay for 20 gallons at the 20 gallon keg rate, 5 gallons at the 5 gallon can rate, and for two 1 gallon cans.

Please observe carefully so as not to delay shipping of your order.

Here Are My Low Factory Prices

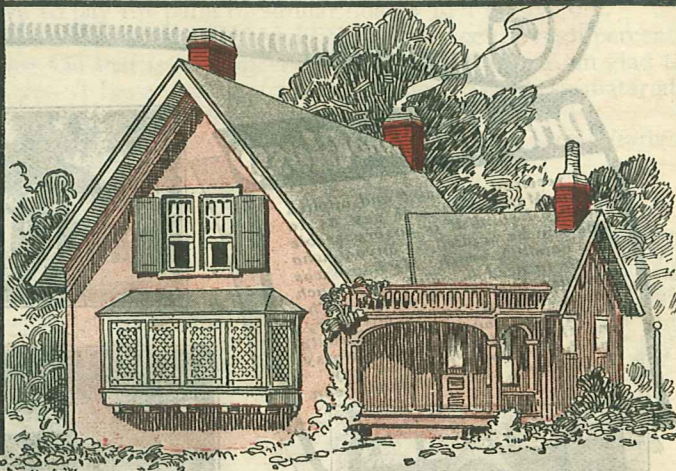
Freight Paid On 10 Gallons or More

55 gallon Bbl.	\$2.23 per gal.
35 gallon ½ Bbl.	2.28 per gal.
20 gallon Keg	2.37 per gal.
15 gallon Keg	2.37 per gal.
5 gallon Can	2.41 per gal.
1 gallon Can	2.54 per gal.

READY MIXED HOUSE PAINT COLORS

Order by Number and state Color Wanted

No.	No.	No.
1304 Canary Yellow	1315 Cream	1218 Warm Drab
1401 Colonial Yellow	1316 Straw	1326 Ivory Drab
1616 Sage Green	1500 Red	1715 Light Brown
1617 Bronze Green	1302 Buff	1716 Antique Brown
1600 Dark Green	1317 Ivory	1216 Silver Gray
1605 Sea-Green	1217 Slate	1202 Pearl Gray
1615 Olive Green	1515 Maroon	1206 Storm Gray
1602 Blind & Shutter Green	1219 Drab	1815 Sky Blue
	1900 Black	1100 Outside White



Jim Brown Pays the Freight

Barn Paint

Highest Quality—Sold Direct From Factory at Rock Bottom Prices

THERE'S no better barn and silo paint made—so you can see what genuine bargains these prices represent.

Jim Brown's Barn Paint represents the best insurance you can buy for your barns and silos. It protects against rot, decay and rust, and adds years to the life of your barns and other buildings.

I did a whole lot of inspecting and experimenting with barn paint and I want to say right here without any qualification or reservation that Brown's WEAR-BEST is as fine a barn and silo paint as money can buy. It is made of high-grade pure raw material and comes ready mixed. It spreads easily, looks well, and is extremely durable.

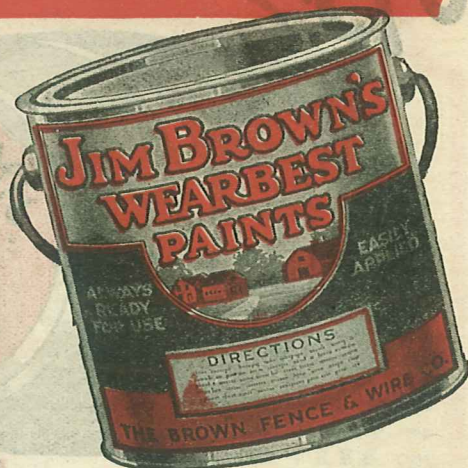
Jim Brown's direct-from-factory plan of selling makes possible the low money-saving prices given below. You pay no middleman's profits—every dollar goes into the quality of the paint.

PUT IT ON—DON'T PUT IT OFF

No wise farmer will allow his barns and other buildings to deteriorate by exposure to the weather. Paint up now—save your buildings—and save money at the same time by using Jim Brown's Barn and Silo Paint.

Remember the prices below are freight prepaid prices when you order ten gallons or more.

Here is my barn paint and here is my guarantee. I am glad to be able to offer you the finest possible quality at my money saving direct-from-factory prices.



WEARBEST Paints Give Best Satisfaction

Concord, N. H.

My dear Mr. Brown:

Three years ago my house needed painting badly. I had two contractors figure on the job, but thought the price too high. I sent to you for one of your catalogs, then ordered the paint and hired a man to put it on. I got a good job and saved one third of the contractor's price. This is the third year and it looks as well as my neighbors painted a year ago. You will surely hear from me when it needs painting again.

Yours truly,

B. F. Adams.

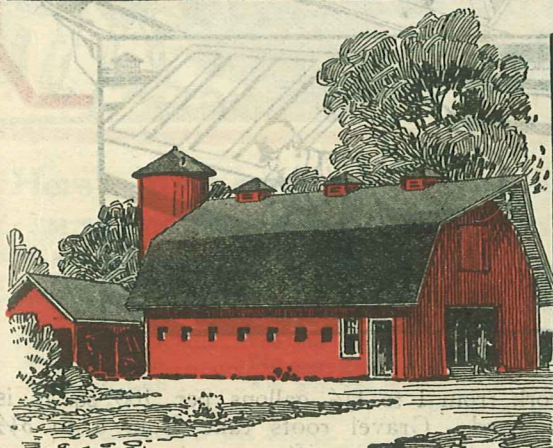
Thief River Falls, Minn.

Gentlemen:

I am enclosing an order for paint. I have great pleasure in stating that I am very well pleased with the 30 gallons of paint I received from you two years ago, hence pleased to repeat the order.

Yours truly,

Captain A. Howland.







Rock Bottom Factory Prices on Barn Paint

	Red Maroon Brown	Yellow Slate Green
55 gal. Barrel	\$1.33 per gal.	\$1.66 per gal.
35 gal. ½ Barrel	1.37 per gal.	1.70 per gal.
20 gal. Keg	1.40 per gal.	1.78 per gal.
15 gal. Keg	1.40 per gal.	1.78 per gal.
5 gal. Can	1.43 per gal.	1.83 per gal.
1 gal. Can	1.58 per gal.	1.97 per gal.

Freight Paid on 10 Gallons or More





Direct from the Factory to you

More Big Savings on Paints for Special Purposes.

Jim Brown's WEARBEST

Enamels—Varnishes Stains, Etc.

**Freight Paid on 10
Gallons or more**

WHITE ENAMEL

Price
per gal.

A high-grade pure white enamel, equal in quality to the best Scotch or Dutch Enamels. Gives a brilliant gloss and an extremely hard finish, ideal for bedrooms, bathrooms or wherever a beautiful white enamel finish is desired; easily cleaned.

Before applying white enamel two or three coats of White Flat Wall Finish should be applied to build up the surface properly.

\$4.15

FLAT WALL FINISH

Price
per gal.

A high-grade flat finish oil paint for interior use. Gives your walls and ceilings a velvety surface which stands washing. Also use as undercoat for enamels.

Made in following colors: *Buff, Cream, Straw, Ivory, Sky Blue, Silver Gray, Pink, Fawn, Dark Buff, Nile Green, Olive Green, Light Blue, Special Gray and Terra Cotta.*

WALL SIZE should be used on walls that have not been painted before. Price, 1 gallon cans **\$1.49**

\$2.55

Finishing Varnish

Price
per gal.

(In ordering specify if for interior or exterior use) **\$2.65**

Brown's Varnishall is a high-grade varnish for use in finishing and re-finishing interior or exterior woodwork of all kinds. Dries with a hard high gloss finish; protects and preserves the wood. It can be used anywhere with perfect results. This is not a varnish stain; but a clear, or natural, varnish.

Implement Enamel

Price
per gal.

(In ordering, specify color wanted) **\$2.83**

This is a high quality finish for Farm Implements and similar types of metal construction. It protects against rust and is extremely durable. No better enamel than this can be obtained. Made in the following colors: *White, Gray, Yellow, Orange, Red-Oxide, Antique Brown and Black.*

Also furnished in RED, BLUE and GREEN colors at \$3.23 per gallon.

Shingle Stain

Price
per gal.

Brown's shingle stain is a penetrating, quick drying and non-fading creosote stain to be used on wood shingles and exposed woodwork. Besides giving a beautiful appearance it is an excellent preservative and will add years to the life of your shingles. One gallon covers about 75 sq. ft. two coats when applied with a brush. For dipping, you will require about 3 gal. for each 1000 shingles. Made in *Light Green, Dark Green, Dull Red, Light Red, Special Brown and Gray.*

95c

FLOOR ENAMEL

Price
per gal.

(In ordering specify color and if for interior or exterior use.) **\$2.44**

This is the highest grade of floor enamel you can get. It is ground in color insuring a tough, lasting surface that dries with a hard gloss finish. Seals the cracks and is easily cleaned, and should last for years. Made in following colors: *Drab, Dark Gray, Dust Color, Light Gray, Yellow, Moss Green, Medium Brown, Deep Red.*

VARNISH STAIN

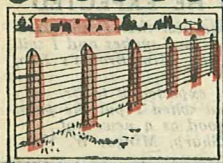
Price
per gal.

Finish your worn floors and woodwork with Jim Brown's Varnish Stain. Easy to apply; simply give the old wood one or two coats of ground color then apply one coat of varnish stain. Makes your woodwork look like expensive hardwood. Made in *Light Oak, Dark Oak, and Dark Mahogany.*

GROUND COLOR is a flat finish paint which makes an ideal surface for varnish stain. Price, 1 gal. cans **\$2.33**

\$2.20

Save Your Posts with Jim Brown's Wood Preserver



**Freight Paid
on 10 Gals.
or More**

Wooden fence posts and other rough timbers exposed to the weather should be given a coating both above and below the ground line with Jim Brown's Wood Preserver. This is the same kind of preservative used on railroad ties and absolutely protects against rot

and decay. It will make your fence posts and rough timbers last two or three times as long. Protect your exposed surfaces—one gallon of Brown's Preserver will cover 125 to 175 sq. feet of surface depending on the condition of the wood.

PRICES

Per Gal.

55 gal. bbl.	75¢
35 gal. ½ bbl.	77¢
20 gal. keg.	80¢
15 gal. keg.	80¢
5 gal. can	83¢
1 gal. can	96¢

My Personal Guarantee

WE have been in the fence and wire business for over 37 years; have sold over 150,000,000 rods of Brown Fence to more than a million people; have always played fair with our customers and do not intend to change our policy now.

More than 125 publications accept our "ads" (see page 5), which in itself is a pretty good endorsement of our reliability, because these publications guarantee their subscribers against loss through any advertisement printed in their columns.

In addition to the above we personally hereby guarantee that you will be satisfied with whatever you purchase from us. This is the kind of a guarantee that beats all the "30 day trial" offers ever made. We make you the judge of Brown Fence quality and you can take YOUR OWN TIME for the trial. You know you can't tell much about a fence in 30 days, and we know it, too. That is why we do not limit you to any set number of days, weeks, or months in which to decide whether or not Brown Fence is satisfactory to you.

Here is my hand on it.

Jim Brown



TERMS — How to Order

WE DO NOT demand full cash with order, although most of our customers pay in that way.

If your order amounts to more than \$10.00 and you do not wish to send full cash with order, you may send one-fourth ($\frac{1}{4}$) of the amount of the order cash with order, and we will ship the goods, allowing the balance to be paid through your nearest bank. After paying the balance of the bill to the bank, you receive the bill of lading and the freight agent will deliver the shipment to you.

Our only object in requiring you to send an advance cash deposit on C. O. D. shipments is to protect us against a class of people who might order out of curiosity with no idea of accepting and paying for the goods when received, thus putting us to unnecessary expense for freight charges, which we pay in advance, teaming, handling, etc., which our low selling price will not warrant.

On orders for amounts of \$10.00 or less, we require cash in full with order. Or where there is no freight agent at railroad station or if shipment is sent to a boat landing, we require full amount of cash with order.

If you send only part advance remittance, balance to be collected through your bank, **be sure to give us the name and address of the bank through which collection is to be made, on the order blank.**

Our customers who have had dealings with us, do not hesitate to send full cash with order, but to those who have had no business dealings with us before, we are pleased to refer as to our reliability and financial responsibility, to page 4 of this catalog, where we re-

produce letters from the four largest banking institutions in the State of Ohio who vouch for our financial responsibility and integrity.

Our proud record of fair and honorable treatment of our customers for over 37 years enables us also to refer you to any or all of the publishers who carry our advertising and who guarantee their readers against financial loss (See page 5 of this catalog). Or if you will refer to Dun's or Bradstreet's Rating Books, you will instantly see that the financial standing and reliability of this company is of the highest order.

We have been in the wire fence business for over 37 years, during all of which time we have sold our products direct to the consumer and not one of our million customers has ever lost a penny by sending part or all cash with order.

We do not try to fool you with any so-called "30 days trial" offer. What could you tell about a fence in a single month? Don't buy a fence that has so poor a reputation that you have to give it that sort of a test. We give you the Brown Guarantee — as good as a Government Bond.

Special Notice

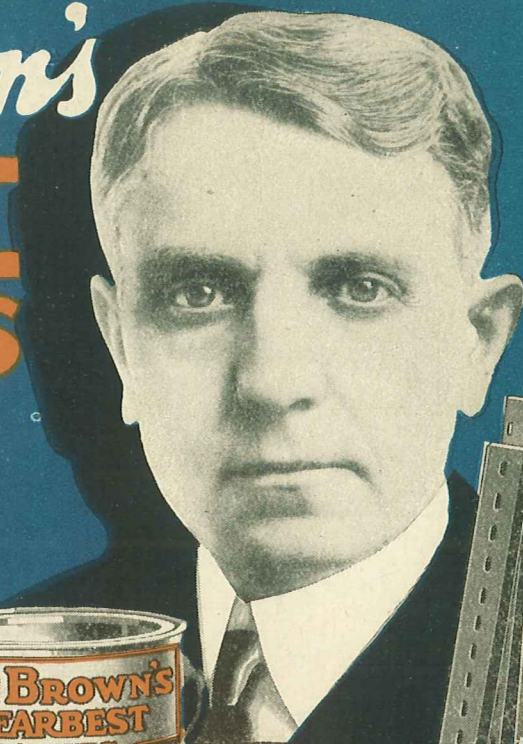
At prices given in the catalog we pay the freight on orders coming up to the quantities shown on page 1, delivered to the Steam Railroad Station nearest the point to which catalog was mailed. Should you be located on a boat landing, add 1 cent per rod on fencing, 10 cents per spool on barb wire and 10 cents per roll on roofing to catalog prices and we will deliver, all freight charges fully paid by us, to such landing. You must, however, send full amount of remittance with your order, because C. O. D. shipments cannot be sent to boat landings.

When shipment is ordered to a boat landing, please be sure to give full name of boat line operating to your landing.

Jim Brown's

PRICE SAVERS

for 1926



Brown's
Farm Fence
is Double
Galvanized

JIM BROWN'S
WEARBEST
PAINTS

JIM BROWN'S
WEARBEST
PAINTS

My Prices on
Wearbest
House and
Barn Paint
save you
Nearly Half.

Farm Gates
that last a
Lifetime
They Are
Built Better

The Best
Lawn Fence
for the least
— Money —
Many
Styles

Big
Saving on
Barb Wire
Smooth Wire
and Grape Wire

Steel
Posts
Cheaper
than
Wood

Our 4 in 1 Shingles
save Time and Money

Metal and
Ready Roofing
at Prices that—
Save You Money